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"Buy Now" Campaign

A MOVEMENT WHICH is rapidly gaining momentum from the impetus of publicity has been inaugurated for the purpose of stimulating retail buying It has the sanction of government officials and leading men of business. Although reference has already been made to it in these columns, the wisdom of again calling it to the attention of our readers admits of no debate. Fresh significance is given to the movement by the Council of National Defense which is sending a "buy it now" program to 184,000 local councils of defense. An authorized statement by Grosvenor B. Clarkson, Director United States Council of National Defense, furnishes reasons why every hardware dealer should set his advertisements in the key of this movement. The statement is as follows:

"The United States Council of National Defense, composed of the secretaries of war, navy, interior, agriculture, commerce and labor, has begun a nationwide campaign urging the people of the country to buy only what they need, but to *buy it now.*

"The council's action is based on the general industrial situation. In the northern states unemployment is present because of suspension of outdoor work. Workers on outdoor improvements have crowded into the congested cities and are finding more or less difficulty in getting temporary employment. There is business hesitation normal to post-war readjustment. Prices are to some extent declining. Men hesitate to buy materials and supplies on a falling market. This means stopping work in some places and reducing amount of work done in others. Return of soldiers in quantities adds for the time to the problem.

"Without expressing undue alarm, the Council of National Defense believes that the situation invites the activities of certain restless elements of society. The Bolshevist takes advantage of idleness. Empty stomachs and purses create his opportunity. His fellow the I. W. W. agitator, seizes the same occasion.

"There is a great volume of business waiting to be done in America. Private stocks of all kinds are low. The country's means are ample and when the full flow of private buying begins, there will be business for all. But it may take several months to bring this about, and action is needed now.

"Our commerce rests upon the personal purchases of individuals. If all were to stop buying there would be no business. It is called good business to delay buying until the market reaches bottom. If economic law alone were now concerned that would be right action. But there is directly involved at this moment the saving of men from unemployment and the social consequences to them and to the country.

"There must be no waste. We must still save. Taxes are coming and there will soon be another loan. The middle course that the council urges is: Buy only what you need, but *buy it now.* If this course is followed, commercial springs of action will be tapped and a real danger averted."

Provides Work for Many Men.

RETAIL MERCHANTS DEPEND for their income upon sales to persons of average means. The majority of their customers are in moderate circumstances. Indeed, a very considerable percentage of them are working people. Therefore, the problem of unemployment is a vital one to the retailer. The man who is out of work does not buy goods apart from the bare necessities of life. The hardware dealer, in consequence, should take an interest in legislation which is designed to reduce unemployment. Hence he should support the Kenyon bill which provides $100,000,000 for the carrying on of public works in order to increase opportunities for employment during the period of demobilization and industrial readjustment. This bill will do much to relieve the labor situation which for the next few months will, from all indications, be serious.

The advisability of a provision of this sort is substantiated by practically all the other warring nations who have passed similar laws as a means of reconstruction, and at the same time aiding the unemployment situation. Italy, one of our smallest allies, has voted $600,000,000 for a like purpose.

The bill provides that any agency of the Federal Government "having charge of construction or execution of public work may draw on this appropriation for the necessary funds. Disbursement of the money will be placed in the hands of a board created by the same bill known as a United States Emergency Works Board, consisting of five members.

Oregon has voted $50,000,000 for public works, and when the other states fall in line, as is urged and expected they will, the results will be very material in providing work for the unemployed.

Secretary of Labor Wilson, appearing before the Senate Committee on Education and Labor, advocating the passage of the measure, said:

"There are normally about 1,000,000 men out of work due to shifting and turnover; in times of depression there are from 3 to 4 million * * * If

industry would immediately resume its pre-war activities it would be easy to take care of the demobilization of the soldiers and war workers. But it is not resuming. Since these disturbed conditions are due to Federal war needs, the Federal Government has a responsibility for the restoration of normal conditions. There should be a renewal of the public works that have been suspended for two years."

Thrift and Purchasing.

TO MAKE WAR-TAUGHT thrift and the practice of saving through lending to the Government a permanent and happy habit of the American people, the United States Treasury will conduct during 1919 an intensive movement to promote wise spending, intelligent saving, and safe investment.

The immediate and concrete objective of the campaign is to encourage the public to continue buying War Savings Stamps and Liberty bonds and thus supply funds for meeting Government obligations arising from the war. It is essential to a sound economic program that smaller savings, as well as larger capital, share in financing Government operations.

The fact that 30,000,000 people—men, women and children—through ownership of Government securities now have a direct personal share and interest in the Government, whereas before the war only 300,000 people had such direct financial participation, also constitutes a civic asset too valuable to lose.

The ultimate objective is so to popularize thrift that one of the most valuable lessons taught by the war will become a happy everyday national habit. The result would be a people who spend freely but who think before they spend in order that they may get full value.

Wise spending involves weighing present needs and desires against future needs and desires, while intelligent saving and investment provide for future spending, whether to cope with rainy-day emergencies or to take advantage of sunny opportunities.

Practice of these principles will clearly make for family stability, increase individual credit and buying power, and will directly and necessarily contribute to community and national wealth and prosperity.

To accomplish these several objects, there must be added to the war appeals which were such potent factors in the sale of $1,000,000,000 of War Savings Stamps in 1918, motives of post-armistice and everyday peaceful patriotism, and especially practical motives of self-interest in saving.

Prospects Are Good.

AS A CLASS, bankers are conservative. Emotional fervor is as foreign to their business as it is to an Egyptian mummy. They do not let themselves be swept off their feet by any wave of enthusiasm which moves lesser folk from the accustomed footing of everyday routine. Consequently, much importance attaches to their opinions of the trend of trade by reason of their judicial temperament. Full face value, therefore, may be given to the estimate of general business conditions just issued by the National City Bank of New York. It declares that the prevailing feeling about the outlook for business this year is at least as good as it was a month ago and on the whole probably better. This is encouraging, because at that time pessimistic sentiment was increasing, and the idea was prevalent that price reductions were to be the order of the day and that unemployment would increase rapidly.

Neither of these predictions has been verified, and a good many people who were expecting their verification are not so certain about it now. There have been declines during the month and more declines than advances, but the declines have been orderly and accomplished in a manner which has contributed to confidence rather than to demoralization, and there have been developments giving strength to the situation. Enterprise still hesitates, but the volume of retail trade is large, which means that the consumption of staple goods is at a high rate. The steel mills are still working at a pace which before the war would have been close to their capacity, and although new orders are not coming fast enough to cover production they are in fair volume. There is talk of further price reductions and some will probably be made in time to stimulate spring business.

There does not seem to be any good reason for expecting further declines before living costs are reduced and this is not likely until after another crop of foodstuffs has been marketed. The situation in foodstuffs is stronger than a month ago. Butter has recovered 10 to 12 cents per pound in February. The foreign demand for meats is enormous and will be larger as soon as Germany has arranged credits which will allow purchases to be made.

Building permits in cities reporting to Bradstreets showed a gain in January, and there is more talk than heretofore that construction must go ahead in spite of high costs. Although unemployment has been increasing it is not excessive for this season of the year, or extraordinary under the circumstances. It is largely in the cities where war work has been discontinued to which men have been attracted from farms and rural communities. The number of men out of work can be readily absorbed by the farms and other outdoor industries when spring opens up.

Persistent Publicity.

THE AVERAGE PERSON'S memory is retentive only of things which closely concern his welfare. Ask any man who has been out of school ten years to repeat five per cent of the things which he learned from his textbooks and the chances are that he will be unable to do so. If, therefore, the hardware dealer ceases to keep his business continuously before his patrons and prospective customers, the probability is that they will quickly forget him and drift to other stores. The necessity for some form of persistent publicity arises from the very nature of our complex modern life. Countless things clamor for our attention. Concentration upon each of them is impossible. Wherefore, we choose those which most directly bear upon our interests. To the rest we give only passing notice. Our area of conscious perception is limited in extent. Matters of secondary importance settle down, as a sort of mental sediment,

into the subconscious areas which constitute the domain of memory.

Impressions soon fade. To have effect, they must be repeated again and again. Hence the dealer who wants to make his name and business familiar in the territory which he serves must maintain a steady pressure of advertising. The history of publicity abounds with examples of oblivion following fast upon the cessation of advertising. Who of the younger generation remembers "Sunny Jim" of breakfast food fame? It is not so many years ago since he was a national figure in newspapers, magazines, and billboards. The makers of the famous Pears' Soap stopped advertising for a time in the mistaken belief that their product was known all over the world. Their sales dwindled. It cost them more than half a million dollars to regain the place which they lost in the memory of the public.

RANDOM NOTES AND SKETCHES.

By Sidney Arnold.

A man of far vision in matters of democracy was James Russell Lowell, poet and philosopher. He never lost faith in the upward trend of humanity. He refused to be troubled by prophecies of disaster. "Let us be of good cheer," he wrote, "remembering that the misfortunes hardest to bear are those which never come. The world has outlived much and will outlive a great deal more, and men have contrived to be happy in it."

* * *

When boasting goes beyond certain limits of plausibility it becomes very amusing, says my friend C. G. Barth of the Rehm Hardware Company, Chicago, Illinois. Recently he overhead a conversation between an Englishman named Perkins and an American.

"I guess," remarked the American, "you never saw such parsnips as I grew down in Texas last year. Why, I had to hire a steam derrick to get them out o' the ground!"

"Talking about parsnips," said Perkins, meekly, "reminds me of some I once grew to try the effect of a patent fertilizer my brother had discovered. The result was astonishing. Those parsnips for size easily beat all records, and just how far the root penetrated into the earth we could only guess at. But to our disappointment the plants suddenly sickened and died."

"I guess that was a pity," said the American, sarcastically. "What was the matter with 'em? Outgrew their strength, I suppose?"

"Well," replied Perkins, calmly, "we found out afterward; it was because the end of the roots had been eaten off by rabbits in Australia!"

* * *

My friend T. E. Doremus of the Du Pont Powder Company, Wilmington, Delaware, says that he believes in putting one's entire energies into business during business hours. Between times one should enjoy life. He cites an extreme case as follows:

Secretary (of overworked business man)—Pardon me, sir, but you are to be married at 12 o'clock."

Business Man (consulting his watch)—"So I am. Well, call up the bride and clergyman and tell them to come here; ask the office girl to stay in from lunch as a witness; write out a check for a hundred to the clergyman, and make a memo to tell the bride that I will join her in a couple of days—unless those Western buyers should surprise me."

* * *

Samuel H. Jacobs of the Fanner Manufacturing Company, Cleveland, Ohio, came into my office this week and supplied me with one of the niftiest puns I have heard in many moons. Here it is:

In the cast of a play were two actresses, both very good looking. One of them was thin. She quarreled one day with the other and ended the quarrel by saying, haughtily:

"Remember, please, that I am the star."

"Yes, I know you're the star," the other retorted, eyeing with amused smile the star's long, slim figure, "but you'd look better, my dear, if you were a little meteor."

* * *

A great admirer of Mark Twain is my friend L. K. Wynn of the Black Silk Stove Polish Works, Sterling, Illinois. The other day he told me a Mark Twain story I had never heard.

The humorist, so the story goes, was walking on a Hannibal street when he met a colored woman with her youthful family.

"So this is the little girl, eh?" Mark said to her as she displayed her children. "And this sturdy little urchin in the bib belongs, I suppose, to the contrary sex."

"Yassah," the woman replied; "yassah, dat's a girl, too."

* * *

Merle Slane of the Quaker Manufacturing Company has a refreshing sense of humor. Every time I meet him he gives me a new set of ingredients for compounding a tonic of laughter. I saw him the other day and he told me about two men who got into a quarrel and landed before the local judge. The loser turning toward his opponent in a combative frame of mind, exclaimed:

"I'll law you to the Circuit Court."

"I'm willin'," answered the other.

"An' I'll law you to the Supreme Court."

"I'll be thar," was the retort.

"An' I'll law you to 'ell!"

"My attorney'll be there," was the calm rejoinder.

* * *

Friendliness is the life-blood of business. The merchant who excludes all emotion in dealing with customers and associates is a kind of Frankenstein's monster—foredoomed to disaster for the simple reason that he is out of harmony with human nature.

We Should Be Good Pals Together

"Business is business," but he's a fool
Whose business has grown to smother
His faith in men and the Golden Rule—
His love for a friend and brother.

"Business is business," but life is life,
Though we're all in the game to win it;
Let's sometime from the heat and strife
Try to be friends a minute.

Let's seek to be comrades now and then
And slip from our golden tether;
"Business is business," but men are men
And we should be good pals together.

UP TO THE MINUTE NEWS SIFTINGS

INCOME TAX RETURNS MUST BE FILED ON OR BEFORE MARCH 15.

Work on the collection of $6,000,000,000 has been begun by the Bureau of Internal Revenue. This is the estimated yield of the new revenue bill. The income tax provisions of the act reach the pocketbook of every single person in the United States whose net income for 1918 was $1,000, or more, and of every married person whose net income was $2,000 or more. Persons whose net income equalled or exceeded these amounts, according to their marital status, must file a return of income with the collector of internal revenue for the district in which they live on or before March 15.

Here is what will happen to them if they don't: for failure to file a return on time, a fine of not more than $1,000 and an additional assessment of 25 cent of the amount of tax due.

For "willfully refusing" to make a return on time, a fine not exceeding $10,000, or not exceeding one year's imprisonment, or both.

For making a false or fraudulent return, a fine of not more than $10,000, or imprisonment for not more than one year, or both, together with an additional assessment of 50 per cent of the amount of tax evaded.

For failure to pay the tax on time, a fine of not more than $1,000 and an additional assessment of 5 per cent of the amount of tax unpaid, plus 1 per cent interest for each full month during which it remains unpaid.

In addition to the $1,000 and $2,000 personal exemptions, taxpayers are allowed an exemption of $200 for each person dependent upon them for chief support if such person is under eighteen years of age and incapable of self-support. Under the 1917 act, this exemption was allowed only for each dependent "child." The head of a family—one who supports one or more persons closely connected with him by blood relationship, relationship by marriage, or by adoption—is entitled to all exemption allowed a married person.

The normal rate of tax under the new act is 6 per cent of the first $4,000 of net income above the exemptions, and 12 per cent of the net income in excess of $4,000. Incomes in excess of $5,000 are subject also to a surtax ranging from 1 per cent of the amount of the net income between $5,000 and $6,000 to 65 per cent of the net income above $1,000,000.

Payment of the tax may be made in full at the time of filing return or in four installments, on or before March 15, on or before June 15, on or before September 15, and on or before December 15.

Revenue officers will visit every county in the United States to aid taxpayers in making out their returns. The date of their arrival and the location of their offices may be ascertained by inquiring at offices of collectors of internal revenue, postoffices and banks. Failure to see these officers, however, does not relieve the taxpayer of his obligation to file his return and pay his tax within the time specified by law. In this case taxpayers must seek the Government, not the Government the taxpayer.

CHIEF BUILDING MATERIAL WILL NOT SOON DECLINE IN PRICE.

Horace F. Taylor, president of the National Wholesale Lumber Dealers' Association, writing from Buffalo, New York, to the Division of Public Works and Construction Developments of the United States Department of Labor, does not hesitate to say reductions in lumber prices will develop very slowly, if at all. Mr. Taylor says:

"The very clear majority of opinion we derive from representatives of the industry in all parts of the country, is in effect that there will be no further reduction in the cost of lumber for a long period, and that there is no safe ground, therefore, for postponing building in the hope of a price reduction in this material. We look upon the present rather quiet conditions as temporary only and due to industrial readjustment, soon to give place to very sound activity. The cost of making lumber offers no chance of reduction, both on account of materials and supplies, and the cost of labor which, it seems not only necessary but desirable to maintain at as nearly an adequate rate as possible in view of the present cost of living. In addition to the ordinary increase in demand that is expected, an unusual call for lumber for export to Europe will soon begin to have its effect on the situation. Logging conditions during the present winter have been unfavorable, particularly in the North, and lumber production will apparently be less than that of normal years for some time to come. There is only one possible conclusion based upon the opinion of those consulted and that is that as far as the lumber market it concerned, the present is an advantageous time to purchase."

INDICATES ECONOMICAL METHOD FOR KEEPING STOVES FROM RUSTING.

Too often the method of storage results in more or less damage to the stove. It has been wrongly recommended that all parts of the stove be thoroughly coated with kerosene before storing. This may prevent rusting for a time, but eventually the kerosene evaporates, and then the rusting begins. This method of protection, then, is of little or no value. The conditions which favor rusting of exposed iron surfaces, aside from any impurities in the metal, are moisture, air, acid, vapors, and cold. To protect the stove

cheaply and efficiently, clean thoroughly, then cover liberally with a good black lead (graphite) stove-blacking, inside and out, and store, without polishing, in a dry place. The nickel plating should be cleaned and polished with a fine and soft polishing powder (such as whiting), then covered with a thin layer of vaseline and put away with the stove. The stovepipe should be cleaned and blackened, and put away in the dry. A stovepipe used on a wood-burning stove is usually much more liable to rust after being taken down than one on a coal stove, and therefore calls for greater care in cleaning.

INTERNATIONAL TRADE-MARK BUREAU IS NOW IN OPERATION.

The International Trade-Mark Registration Bureau at Havana, Cuba, is now in actual operation under the direction of Dr. Mario Diaz Irizar. The treaty establishing this bureau for the Northern Group at Havana has been ratified by all but two states in the group—Mexico and El Salvador.

The registration of trade-marks at Havana under the following regulations will protect the rights of the registrant in all the signatory countries of the northern group—United States, Cuba, Guatemala, Nicaragua, Panama, Dominican Republic and Haiti. Upon ratification by two more countries of the southern group a similar bureau will be established in Rio de Janeiro. Registration at either bureau will then protect the registrant in all of the signatory countries of the Western hemisphere. These rights are not the same in all countries, but will place the holder of the trade-mark on exact footing with the citizens of each country in respect to the laws of that country.

The Commissioner of Patents in Washington will in due course receive applications for the registration of trade-marks which he will transmit to Havana.

The text of regulations to carry the convention into effect is as follows:

Article I.—Any application for international registration of a trade-mark through the bureaus created by the Fourth International Conference of American states held at Buenos Aires in 1910, in accordance with the provisions, shall be made by the owner of the trade-mark or his duly authorized representatives to the trade-mark registration office of the country of origin in the manner prescribed by the latter office. The application shall be accompanied by an international money order payable to the director of the international trade-mark registration bureau of the respective group in the sum of $50 for each trade-mark, pursuant to paragraph 2 of the second article of the convention.

The application and postal-money order shall be accompanied by an electrotype of the design of the trade-mark, with a view to print such copies as are to be sent to other countries, and to publish the trade-mark in the official bulletins of the international trade-mark registration bureaus. The electrotype shall display the design of the mark exactly as it has been registered by the trade-mark registration office of the country of origin without any alteration. Its dimensions may not exceed ten centimeters square.

Article II.—The trade-mark registration office of the country of origin, having ascertained that the registration of the trade-mark is regular and still in force, shall communicate to the international trade-mark registration bureau of the respective group the following data with a view to securing the international registration of the mark:

(a) The international money order for $50 gold;

(b) The electrotype of the trade-mark;

(c) A certificate in duplicate containing the following information:

1. The name of the owner of the trade-mark;
2. The address of the owner of the trade-mark;
3. The date of registration of the trade-mark in the country of origin;
4. The order number of the trade-mark in the country of origin;
5. The date of expiration of the registration of the trade-mark in the country of origin;
6. A fac-simile of the design of the trade-mark as registered;
7. Statement of goods on which the mark is used.

Article III.—The international trade-mark registration bureaus upon receipt of the communication required in the foregoing article shall enter all the information in appropriate registers, communicating the entry numbers and dates of entry to the trade-mark registration office of the country of origin.

Article IV.—Copies of the entries in the registers of the international trade-mark registration bureaus, embracing all the information required under Article II, should be sent to the trade-mark registration offices of those countries in which the convention is in full force and effect in order that the trade-mark may be afforded the protection given by their laws. In case of a claim that colors constitute distinctive elements of the trade-mark, the international trade-mark registration bureau shall also transmit one copy of the trade-mark reproduced in colors.

Article V.—The international trade-mark registration bureaus shall publish in their official bulletin, or in supplements thereto, reproductions of all trade-marks received, together with such particulars as are deemed necessary.

Article VI.—The protection afforded by international registration shall continue through such time as the registration of the mark in question remains valid in the country of origin, and may be renewed if the registration of the trade-mark has been renewed in the country of origin, in compliance with the original procedure as to application and payment of fee. In such case the information that the application is for the renewal of a trade-mark shall be included in the certificate required under paragraph (c) of Article II of these regulations.

Article VII.—The notice of acceptance or refusal of a trade-mark, respectively, by those countries in which the convention is in full force and effect shall be transmitted by the international trade-mark registration bureaus to the trade-mark registration office of the country of origin, with a view to its further communication to whom it may concern.

An argument is a wordy method by which the other fellow is convinced that you are wrong.

THE WEEK'S HARDWARE RECORD

Of Interest to Manufacturer, Jobber and Retailer

AMERICAN ARTISAN AND HARDWARE RECORD is the only publication containing western hardware and metal prices corrected weekly. You will find these on pages 48 to 53 inclusive.

Charles D. Griddell is planning to build a plant at Christfield, Maryland, to manufacture cutlery.

The Mithoff Hardware Company, Columbus, Ohio, has increased its capital from $30,000 to $150,000.

Plans are being prepared by the Central Flatiron Manufacturing Company of Johnson City, New York, for a plant addition.

The Standard Screw Products Company, Detroit, Michigan, has had plans drawn for the erection of a factory, 60x101 feet.

McCreary Brothers, Scottsbluff, Nebraska, have ben incorporated for $85,000. The new name is McCreary Brothers Company.

Dwight Divine and Sons, proprietors of the Ulster Knife Company at Ellenville, New York, plan the erection of a building, 46x56 feet.

The Ellwood City Nail Company, Ellwood City, Pennsylvania, has let a contract for a machine shop, 34x40 feet, and a warehouse 40x160 feet.

The Alloy Metal Wire Company, Incorporated, New York City, has been incorporated for $30,000 by S. A Murray, E. H. Cleary and J. A. Marcato.

The Standard Safety Razor Company, Pittsburgh, Pennsylvania, has been incorporated for $50,000. The incorporators are W. H. Aldendorf, William Aldendorf and William H. Donnelly.

The American Enameling & Stamping Company, Los Angeles, California, has been incorporated for $50,000. C. E. Smoot, M. L. Houseman and Lucian J. Clarke are the incorporators.

The Standard Lock Company, Incorporated, Syracuse, New York, has been incorporated to manufacture locks, tools, dies, etc., with a capital of $50,000. E. L. Wilcox, John P. Yohr and James S. Lemon.

The New Britain Tool and Manufacturing Company, New Britain, Connecticut, has been incorporated for $100,000 by C. Adrian Carlson, Charles G. Hammar, Rudolph Sandburg and E. William Carlson.

CLASSIFIED AD PROCURES HELP.

To American Artisan and Hardware Record:

Please discontinue my advertisement in the classified column. It has secured for me just the kind of a man I have been seeking. I wish to thank you and assure you that I appreciate your service very much.

H. E. Flesher,
Hardware and Implements.

Lexington, Illinois, March 5, 1919.

ANSWERS SOME COMMON OBJECTIONS TO TRADE ACCEPTANCES.

Many retailers make the objection that the trade acceptance is merely a means by which the wholesaler or manufacturer finances himself at the expense of the retailer's credit, says W. G. Avery, Assistant Treasurer, Guaranty Trust Company of New York. A good definition of the trade acceptance is that it is "the buyer's written acknowledgment of a current business debt, payment of which is not yet due." This definition effectually silences this objection, in that it points out that the retailer who intends to pay his bills need have no adverse sentiments about signing an acceptance, because it is merely an acknowledgment of his obligation.

Another objection often raised to the signing of an acceptance is the fact that the acceptor thereby has his name to paper which gets on the open market. This in itself should certainly be no objection, for the reason that it places the acceptor on record as agreeing to pay his obligations on a definite future date. The accountant is well aware that a financial statement showing acceptances payable is regarded much more highly than one showing accounts payable.

We have to consider the subject principally from the points of view of the buyer and the seller. These arguments are possibly somewhat time-worn, but there may be some amongst them that have not occurred to the reader. One of the main virtues of the acceptance system is that it makes for greater fluidity of credit. A merchant's entire holding of acceptances can be sold, thereby converting all his sales into liquid and available capital.

Loans based on accounts receivable are usually at the rate of two for one, but acceptances are bought to the extent of 100 per cent, based, of course, on the financial ratings of the names submitted. While touching upon this point, it may be well to mention that it becomes necessary sometimes for a merchant to sell his book accounts or to borrow against them specifically. Companies are in existence which make a business of this, by taking an assignment of the accounts. The rate of interest paid by the merchant for this accommodation varies sometimes from 8 to 12 per cent. Not only does he obtain merely a percentage of the amount assigned, but he guarantees the payment of the accounts. In advertising their facilities these companies are careful not to mention their rates, as compared to those for which acceptances can be sold or discounted.

Heavy discounts for cash will, I think, be gradually eliminated by the use of acceptances. These discounts, as you know, run as high as 24 per cent per annum, and are very often taken by the buyer illegitimately. Let me give a few statistics in this connection. Among

manufacturers the terms are usually 60 days, less 2 per cent for cash in 10 days. An investigation made some time ago resulted in demonstrating the fact that when bills are discounted, instead of being paid in 10 days, they have averaged 15 days, and for those on which the option of 60 days has been taken the average payment is 75 to 80 days, and at least 10 per cent require 90 days or more.

Turning to wholesale distributors, the analysis indicated that, generally speaking, from 40 to 50 per cent of buyers discount their bills within 15 days after purchase, while of those who exercise the 60-day option from 25 to 30 per cent pay "promptly" (so-called), or within one month following the 60-day maturity. Of the remaining 20 per cent only about one-half pay in the period between three and four months after purchase, while the other half pay in from four to six months, or never.

It can be readily seen, therefore, that it is better to sell on longer time with acceptances than on so-called short time with open accounts.

As distinguished from commercial paper, the trade acceptance is more desirable in the eyes of a banker. In the first place it represents actually current transactions, the purchase and sale of goods. There are no means of ascertaining, in many cases, the objection for which the former is issued, and it may be simply accommodation, or may represent considerably overdue accounts.

While it is a mistaken idea that the trade acceptance system is applicable to all business transactions, it is a fact that billions of dollars worth of goods are today being sold on open account which could be financed by the acceptance and which would conduce to better business methods, in that there would be a definite obligation, payable on a definite date and constituting a readily negotiable instrument. Thousands of firms are now using acceptances freely, and reports are received daily by the American Trade Acceptance Council setting forth the satisfactory experiences of many of these firms.

The bank acceptance is a different class of paper from the trade acceptance, in that it is drawn by either buyer or seller on a bank and accepted by that bank.

An eligible bank acceptance may be created in two ways. It may be drawn by the seller for account of the buyer, by means of a commercial credit, or it may be drawn by the buyer to finance his purchase under a prearrangement with his bank.

To give an illustration of each method: A buyer in New York purchasing goods in Bridgeport wishes to settle by way of a commercial credit opened through his bank, which, of course, is the most desirable form of credit a seller could wish.

The bank agrees with the buyer to guarantee to the seller that they will accept the drafts drawn on them by the later, accompanied by bills of lading or warehouse receipts covering the goods to be bought. Having drawn the draft and received it back accepted, the seller has the obligation of the buyer's bank in payment for his goods, which, of course, is negotiable paper of the finest kind and which commands a very ready market.

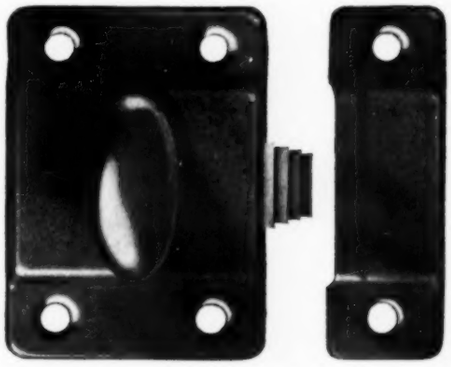
In the other case the buyer arranges with his bank to accept his drafts on them covering his purchases and attached to which are the bills of lading or warehouse receipts. In each instance the bank holds the documents covering the goods as security for the extension of its credit to its customer, at the same time taking an agreement from him to provide funds to meet the acceptance at or before maturity, such agreement embodying a hypothecation of the security.

The consideration customary for a bank to receive for such accommodation averages ⅛ per cent per month. One of the greatest obstacles hitherto to the development of the bank acceptances has been the mistaken idea that it is a sign of financial weakness for a bank to show in its statement a liability on acceptances or in fact any other liability but that for deposits. On the contrary, it is an evidence that the bank is taking advantage of the facilities offered and advocated by the Federal Reserve Bank to increase and modernize business in line with the policy of the banks in European countries, which has been so successful.

At the present time we hold supremacy in the world's money market, but we must conserve and build up for the period after the war, when the countries which formerly held that supremacy again come into the field. They are making huge preparations against that time and if we are to retain the position we now hold we must use every available resource to do so. It is the firm opinion of our leading bankers and business men that both the trade acceptance and the bank acceptance are part of those resources.

MAKES IMPROVED CUPBOARD CATCH.

A new and improved cupboard catch and turn and window and transom catch has recently been placed on the market by The Moss-Ochs Company of Cleveland, Ohio. It will be noted from the accompanying illustration that the plunger of each is made with steps instead of being straight. This is because most doors and windows warp wherever the catch is placeed but with this step-like plunger the catch is always sure

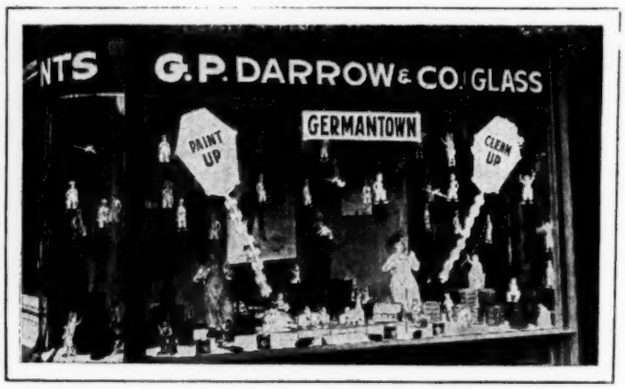


to operate. If there is no warping, the plunger will catch in the first step. If the door or window warps a little the plunger will catch in the second step, thus allowing the warping of almost half an inch. As can be seen, warping is no longer troublesome when using the catch made by this company, and dealers should address The Moss-Ochs Company of Cleveland, Ohio, for further particulars.

PRINCIPLES AND EXAMPLES OF GOOD WINDOW DISPLAYS.

SHOWS SINGLE LINE OF NATIONALLY ADVERTISED PAINTS IN FINE, NEAT WINDOW DISPLAY.

Connecting one's store with a nationally advertised commodity by means of a good window display is an effective method of attracting profitable customers. This fact is thoroughly understood by G. P. Darrow and Company of Germantown, Philadelphia, Pennsylvania, and advantageously put into practice in the window display reproduced in the accompanying illustration. This exhibit is confined to a single line of paint nationally advertised. Ample use is made of the help furnished by the manufacturers. Prominence is given to the advertising feature which is the distinctive characteristic of all the publicity of the manufacturers of this particular brand in every part of the the country. The passers-by pause instinctively to look at the display because they have already been made familiar with the trade-mark through seeing it in the pages of national magazines, on billboards, in newspapers, streetcar cards, and other places.



Window Display of Nationally Advertised Line of Paints, Installed by G. P. Darrow and Company, Germantown, Philadelphia, Pennsylvania.

This exhibit was coupled with the national "Clean Up and Paint Up" campaign by the Dutch Boy painter holding strings to two kites, one reading "Clean Up" and the other "Paint Up." Thus, a double power was developed, taking influence from two sources of publicity. The wisdom of this procedure is quite apparent. The shrewd merchant neglects no assistance toward the consummation of his purpose in the furtherance of sales. From motives of self-interest, if you will, manufacturers place at his disposal numerous advertising and sales helps. He employs them to his own profit and, at the same time, contributes to the increase of the manufacturers' business. To do otherwise would show lack of good judgment.

An illustration will make this clear. In every big office building there are elevators. Suppose that instead of riding in an elevator to the fifteenth floor of such a building, the merchant were to walk up. Eventually he would reach the fifteenth floor. But the muscles of his legs would be sore from the unusual effort. He would be puffing like a steam engine. His heart would feel the strain for an hour or two afterward. Physically, he would not be in a good condition to transact business requiring his best talents. He would achieve his purpose of reaching the fifteenth floor, it is true, but at an unreasonable cost of time and labor.

Similarly, the merchant who painfully climbs toward the heights of success without the aid of modern contrivances of publicity subjects himself to needless hardships. Paints of comparatively unknown quality displayed in the dealer's window entail unnecessary labor on the part of the dealer and his clerks. More persuasion is required and more time spent in trying to induce a customer to buy such paints than in closing sales of well-known paints whose quality is uniform and of proved excellence. The time and effort thus wasted represent losses of income which might have been gained through more expeditious merchandising in connection with standardized goods.

Another consideration which should be borne in mind is that the big manufacturers who persistently advertise on a national scale have a profound interest in winning the good will of the customer. The continuance and growth of their business depends upon it. Consequently, they advocate intelligent service to the buyer. A significant example of their attitude in this respect is related in a Canadian trade journal, as follows:

"How much is the average dealer agency, carrying our full line, worth to us?" This question came from the president of a large paint and varnish manufacturing concern to his sales manager.

"His worth is exactly in proportion to the service he renders his community through his paint department," was the prompt, though somewhat surprising reply.

Turn that answer over in your mind for a few minutes, you who retail paints and varnishes.

When the man, who superintends the solicitation of your "valued orders," measures the worth of your business to his company, not in cold dollars and cents, but in terms of service to your community; doesn't it suggest a new slant from which to promote and extend your paint and varnish sales?

Service to your locality as a measurement of busi-

ness value!—not how much cold cash he was obtaining from his agencies—nor how much each was getting out of his community—but how much service was each community receiving from its dealers and the line of paints and varnishes they sold.

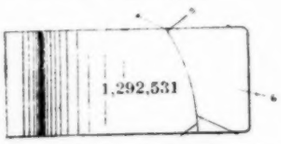
Just read that sales manager's answer over again.

Turnover, gross and net sales, profits, quality, etc., and set aside in his mind for the serious and more profitable consideration of what the ultimate consumer was receiving.

Long experience had taught him that if the service rendered the community by his dealers was building permanency, increased business and a clientèle of satisfied, come-back customers, all of these necessary phases of business would take care of themselves proportionately.

PATENTS REMOVABLE AX BIT.

Millet S. Stewart, Lower Neguac, New Brunswick, Canada, has procured United States patent rights, under number 1,292,531, for a removable ax bit described in the following:



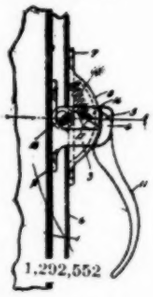
In combination, a tapered ax head having a downwardly curved channel of uniform oval lateral cross section and running through the head from front to rear and provided with correspondingly curved wall edges increasing in width from rear to front and terminating in stop shoulders formed by departure from the curve of the bottom of the channel; and a removable bit having a coöperating tongue extending from front to rear and provided with coöperating correspondingly curved wall edges increasing in width from rear to front and terminating in coöperating stop shoulders.

COLLECT WHAT BELONGS TO YOU.

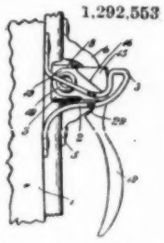
Do not be the least bit timid about collecting what belongs to you. The customer who does not want to pay you when his account is due and who shows signs of ill-temper when you ask him for what is yours, deserves no consideration at your hands. The sooner you cease dealings with him the better it will be for your balance at the bank.

OBTAINS PATENTS FOR LATCHES.

Alexander F. Winters, Grand Rapids, Michigan, has obtained United States patent rights, under number 1,292,552 and 1,292,553, for two latches, described herewith:



Number 1,292,552: In a latch, a housing adapted to be connected to a door adjacent a vertical edge thereof, a lug on the housing extending therefrom inwardly alongside said edge of the door, a handle located over the housing at its upper end, an arm extending inwardly from the upper end of the handle and pivotally connected at its inner end to the lug on the housing, a second arm extending from the upper end of the handle into the housing, a spring disposed between the second arm and upper end of the housing, and a lug extending laterally from the upper end of the handle and adapted to extend over the edge of the door, said lug having an upwardly and inwardly inclined under face, substantially as described.



Number 1,292,553: In combination with a curved housing having a slot in its outer portion, a depending handle having its upper end located over the housing and provided with an ear passing along one side of the housing, means pivotally connecting the inner end of said ear to the side of the housing adjacent the inner edge thereof, a member attached to the upper end of the handle and passing through the slot in the housing, said member within the housing being formed with a curved slot extending partially therethrough from its upper edge, a curved shoe also partially slotted from its lower end located on the inner side of the housing, said slots of said member and shoe serving to detachably interlock the same together, and a coiled spring in the upper portion of the housing pressing against the free upper end of the shoe, substantially as described.

HANDLE FRAME IS STRONGLY BRACED.

The Bemis and Call Hardware and Tool Company, Springfield, Massachusetts, has been successfully making wrenches since 1835. In all these years, it has built for itself a reputation which is to be envied. In the accompanying illustration is shown a screw wrench made by this Company. This wrench is carefully case-hardened by improved methods to withstand the severe usage which wrenches must meet. The handle frame and bolster is all in one piece and is powerfully braced. The frame is forced onto the wrench bar and is riveted in place both on the tip and with a lateral pin rivet. The frame has selected hard wood sides which are locked, placed under pressure and riveted securely. The operating screw is made of high grade steel and is solid. The slide is manufactured of very tough semi-steel and can withstand great strain because it is especially constructed by reinforcement to the jaw. The bar is forged from special open hearth steel that is well suited for making wrenches. The front and back are oval, as this feature is declared to give additional strength and stock over the ordinary form of square wrench bar. Dealers should write to the Bemis and Call Hardware and Tool Company, Springfield, Massachusetts, for a copy of its latest catalog which is now ready for mailing.

Screw Wrench, made by Bemis and Call Hardware and Tool Company, Springfield, Massachusetts.

The retailer who handles unknown or unfavorably known products is handicapping his store both in immediate sales and in prestige in the community.

SECRETARY OF COMMERCE ADVOCATES GENERAL USE OF METRIC SYSTEM.

From the point of view of foreign trade as well as from reasons of its superior advantages in science and industry, Secretary of Commerce Redfield advocates the general use of the metric system by the people of the United States. Long ago it was authorized by our Government but it has not yet been made compulsory. The delay in adopting it is explained by the Secretary of Commerce as being due to the hold which habit has on us. The fact that the metric system is so long in coming into general use is not extraordinary, he says. It is to be expected. We adopted the decimal system of currency in this country far back in our history, at the very beginning of our career as an independent Nation; but how many years did it take to get the decimal currency thoroughly established?

Twenty years after the Revolution was over invoices were made out in New England in pounds, shillings, and pence. I can remember well moving from New York State to Massachusetts and learning the difference between a New York and a Massachusetts shilling, for the shilling was used in word-of-mouth transactions as recently as 1870 or 1875. Thus it took nearly 100 years for the decimal currency system to make its way into popular use everywhere—and still, if you go to New Orleans, you do business in three-penny bits.

Therefore if the metric system be founded on truth, if it be simple, if it be clear, for that very reason it will arouse antagonism. Its very simplicity and clearness, its capacity for displacing other systems, as light displaces darkness, make it objectionable to those whose personal relation to the change looms so large that they are incapable of seeing how it will widen man's horizon. We can never consider progress from the standpoint of cost nor from the standpoint of its effect upon individuals. If the metric system is right, if it has simplicity, if it is effective and economical in use, if it makes human civilization move more smoothly and well, it is worth what it costs. In this country we have been isolated, and our thought has been provincial until these last years have brought to us a great awakening. We have just been sacrificing our most valued possession—the lives of our sons—for a standard of democracy, something wholly ideal. Our boys went over yonder to bring nothing back that they could see or measure or touch. We have been giving largely of our blood and of our means for wholly spiritual things, and the man who argued as to the dollars it would cost and whether it was worth while, considering these dollars, to destroy the German militaristic ideal would have been condemned by American enlightened opinion. The same thing is true in lesser degree of those who stand in the way of progress. What you and I must learn is whether this thing is true and right, and then we must take up the problem of adjustment in the easiest and simplest way to put this standard into practice.

I firmly believe, and have long believed, that the metric system offers a return to simplicity, offers effectiveness of thought, offers much even to the children in our schools that we are not justified in withholding from them. It is obnoxious to me to use an ounce of 480 grains when I deal in platinum and an ounce of 437½ grains when I deal in iron and steel. There is no reason that an absurdity should go on because it has gone thus far, and those who would oppose the change from vagueness and uncertainty of thought to clarity and directness of thought are standing in the way of progress. The burden of proof that they are right is on them. It is not the advocate of the metric system, who should prove its ability to bring about this clarity of thought and convenience of expression. It is the opponent of the metric system who must prove the negative, that it is not what the nations of the world think it to be and have declared it to be.

So, having no doubt as to the principle involved, in putting that principle alongside of other forward steps, we can witness the fact that whether in things mechanical or things artistic or things spiritual, we are advancing toward the light and sweeping away the darkness that has surrounded mankind. The question therefore becomes one of adaptation. It is not desirable to take any man by the throat and force the metric system upon him. It is desirable to say to him that if it is inconvenient for himself, it may be convenient for his children; that denial is inherently unscientific and affirmation scientific in its very nature if it is based on truth. Thus, patiently and with regard for those whose private interests and personal habits of thought may cloud their vision, for whom the change to the metric system may cause real and serious difficulties, let us extend our gains bit by bit until the whole transformation shall have been accomplished.

I do not recall how many kinds of bushels we have in America—many more than I have fingers, I am sure. I do not see why we should have to worry with so many different kinds of tons. In the Bureau of Navigation of our Department, we wrestle with net tons and gross tons and deadweight tons and displacement tons, no one of which is quite like any other. There are also certain tonnage measurements in use in Great Britain that we sometimes try to apply in America. Why should we be content longer with this confusion that makes trouble?

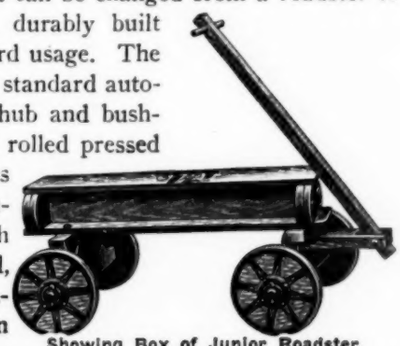
There is nothing sacred about 16 ounces to the pound; there is nothing sacred about 12 ounces to the troy pound. They are entirely human creations, just as the old myths of Egypt and Greece were human creations. And just as we got rid of Ashtoreth and all the other goddesses that used to devour human beings, so we may abandon our ounces to advantage. We did not extinguish the ancient mythologies with an ax, and there is no special reason why we should be violent or brutal in forcing this modern type of truth on those whose vision is not the same as our own. We should make the change patiently, considerately, and yet progressively, and put it forward, here a little and there a little, line upon line and precept upon precept, as the book we used to read in our childhood taught us, and evolve it slowly into perfection, not being troubled, because, like the plant of the Hindu juggler, it fails to attain its full height in a few hours, but remembering that the oak tree is slow growing and yet most enduring.

When our travelers go to South America they must offer goods that the customer wants, or the customers will get them elsewhere. I strongly suspect that the bankers in South America will support the commercial houses that do business in that way. I am certain that if I were a banker and were asked to promote an enterprise abroad that insisted on imposing local standards of weights and measures on a foreign people they would not have credit from me to back them up. But if I found an American house that was disposed to adapt itself to the wishes of other people and work with them in their own way, they should have all the support and all the credit that I could reasonably offer.

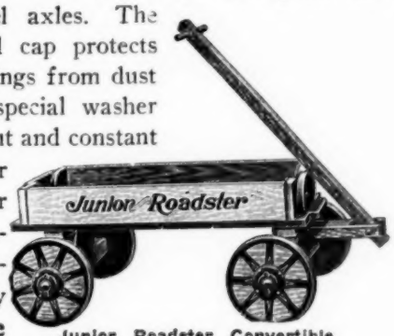
I think you will find that the view I have expressed is daily more representative of those who control the resources and the credit of this country. I would not cause needless expense to any American concerns nor advocate that even necessary changes be made too suddenly, but I would point out to them that we cannot think in 1919 the thought of 1914, because we are living in a different world. One of the problems involved in our adjustment to the new world is this matter of simplified weights and measures, and we may as well prepare at once gradually to make the changes necessary for this reform.

PROMOTES HEALTH AND HAPPINESS.

The Junior Roadster Convertible, as shown in the accompanying illustration, and made by the Buffalo Sled Company of North Tonawanda, New York, is so constructed that it can be changed from a roadster to a coaster. It is durably built and will stand hard usage. The wheels are of the standard automobile type, the hub and bushing being of cold rolled pressed steel. The spokes are of well-seasoned second-growth white ash, ovaled, mitred and machine riveted in the hub, with the bushing turned over the ends. The bolsters are of hard maple well shaped and ironed. The bed is also of white ash, finished with a natural grain and filled and varnished with the special wear-resisting compound which is used on all the Company's products. The bearings are hard-drawn Bessemer steel rollers, running on cold-drawn, true steel axles. The specially designed cap protects the hub and bearings from dust and grit and a special washer prevents sliding out and constant wear on the roller bearings. Cotter pins are used instead of nuts because the Company claims they are equally efficient and can be more easily replaced if lost. The iron parts are all japanned and baked. The Junior Roadster Convertible keeps the children out of doors and makes them healthy and happy. It is to the advantage of every hardware dealer to keep such a play wagon in stock and dealers who are interested should address the Buffalo Sled Company, North Tonawanda, New York.



Showing Box of Junior Roadster Changed to Coaster.



Junior Roadster Convertible, Made by Buffalo Sled Company, North Tonawanda, New York.

HAS GOOD PROPOSITION TO OFFER.

The Belmont Tumbler Company of Bellaire, Ohio, makes glass tumblers of the highest grade materials, using continuous and day tank furnaces and the very latest machinery. The materials are carefully selected, mixed and melted into crystal glass which is well tempered and annealed. The tumblers are finished with carefully formed bottoms, smooth edges, ground true and glazed in popular shapes and standard sizes. This company also makes many specialties and novelties. In the accompanying illustration is shown one of its decorated tumblers. The enamel is fired like decorated china at almost the melting point of the glass and is permanent. Colored decorations can be furnished on special orders, also gold edges. The company has excellent shipping facilities, consequently there is very little chance of a delay on orders. Dealers would do well to get in touch with The Belmont Tumbler Company of Bellaire, Ohio, as they have a good proposition to offer.

Decorated Glass Tumbler, Made by The Belmont Tumbler Company, Bellaire, Ohio.

OBITUARY.

Frank Edwin Stacy.

One of the most earnest and tireless workers for the promotion of organization among hardware dealers passed away recently in the person of Frank Edwin Stacy who died from pneumonia at his home in Springfield, Massachusetts. He was born in that city July

Frank Edwin Stacy.

26, 1871. In 1890, upon being graduated from the Springfield High School, he entered the employ of his father in the E. S. Stacy Machine Company. He took an active interest in association work and served as president of the Western Massachusetts Hardware Dealers' Association in 1909 and 1910. When that organization was merged into the New England Hardware Dealers' Association, he was chosen president of the latter body for 1911 and 1912. In 1915 he was elected mayor of the city of Springfield, Massachusetts. He belonged to several fraternal societies. He was a 32nd degree Mason and a member of the Odd Fellows, the Benevolent and Protective Order of Elks, the Knights of Pythias, and the Loyal Order of the Moose. His demise is sincerely mourned by everyone who knew him, because he was genial, kindhearted, honest, zealous for the success of the trade, and always willing to serve the cause of humanity.

OPPORTUNITIES FOR FOREIGN TRADE PRESENTED BY BUREAU OF FOREIGN AND DOMESTIC COMMERCE.

The Bureau of Foreign and Domestic Commerce through its Special Agents, Consular Officers and Commercial Attachés is receiving information of opportunities to sell hardware and kindred lines in several foreign countries. Names and locations will be supplied on request to the Bureau in Washington or its District Offices. Such requests should be made on separate sheets for each opportunity, stating the number as given herewith:

28518.—A man in France wishes to secure an agency and establish a depot for the sale of hardware, locks and bolts, chains, anchors, nails, screws, boat hooks, and all similar articles used in shipbuilding. Correspondence should be in French. References.

28525.—A company in Sweden desires to purchase small hardware for building purposes, etc. Correspondence may be in English. Reference.

28548.—A man in Switzerland desires to purchase or secure an agency for the sale of accessories and tools. Correspondence should be in French. Reference.

28556.—A firm in France desires to purchase cordage. Correspondence should be in French. Reference.

28557.—An agency is desired by a man in Australia for the sale of magnetos, self-starters, and other electrical appliances for motor cars. References.

28559.—A merchant in Argentina having agencies throughout Argentina, Uruguay, and Brazil, desires to secure an agency for the sale of general merchandise, especially brushes, paints, and varnishes. Correspondence should be in Spanish. References.

28570.—A firm in Switzerland desires to secure an agency for the sale of hardware, etc. Correspondence should be in French. References.

28571.—A man in France wishes to secure an agency for the sale of tools, metal saws, etc. Correspondence should be in French. Reference.

28572.—A firm in India desires to secure an agency for the sale of hardware of all kinds, bicycle and motorcycle accessories, and galvanized and other roofing materials. Reference.

28576.—A manufacturer in Italy desires to secure an exclusive agency for the sale of house, door, and furniture locks, as well as padlocks of all sizes; locks and bolts of Brass for use in steamship cabins, lockers, etc. Correspondence should be in Italian or French. References.

28577.—An agency is desired by a man in France for the sale of machine tools, steel, steel plate, chains, nails, bolts, screws, etc. Correspondence should be in French.

28581.—A man in France desires to secure an agency for the sale of machine tools and crowbars. Correspondence should be in French. References.

28585.—An agency is desired by a firm in Spain for the sale of tools, etc. Correspondence may be in English. Reference.

28595—A company in France wishes to purchase or to secure an agency for the sale of bolts, nuts, screws, nails, rivets, etc., and hardware. Correspondence should be in French. References.

28596—A firm in the United States with a branch office in Argentina, and proposing soon to open an office in a city of Greece, desires to secure agencies from manufacturers for the sale of hardware, agricultural implements, etc. References.

28597—Firms in Ecuador desire to receive catalogues, in Spanish, of hardware, glassware and pottery.

COMING CONVENTIONS.

Wisconsin Sheet Metal Contractors' Association, Hotel Wisconsin, Milwaukee, March 20, 1919. Paul L. Biersach, Secretary, 661 Hubbard Street, Milwaukee, Wisconsin.

Southern Hardware Jobbers' Association, St. Charles Hotel, New Orleans, Louisiana, April 8, 9, 10, 11, 1919. John Donnan, Secretary, Richmond, Virginia.

American Hardware Manufacturers' Association, St. Charles Hotel, New Orleans, Louisiana, April 8, 9, 10, 11, 1919. F. D. Mitchell, Secretary, 4126 Woolworth Building, New York City.

Sheet Metal Contractors' Association of Illinois, Jefferson Hotel, Peoria, Illinois, April 9, 10, 1919. Frank I. Eynatten, Secretary, Peoria, Illinois.

National Sheet Metal Contractors' Association, Columbus, Ohio, June 10, 1919. Edwin L. Seabrook, Secretary, 261 S. Fourth street, Philadelphia.

National Warm Air Heating and Ventilating Association, Columbus, Ohio, June 11, 1919. Allan Williams, Secretary, Columbus, Ohio.

RETAIL HARDWARE DOINGS.

Indiana.

The Hoosier Hardware Company, Paoli, has been incorporated for $12,000 by Henry Mayfield, E. L. Wolfe and Elwood Holiday.

Iowa.

W. L. Nelson, Hazelton, has bought the hardware stock of Herman Fettgether.

The firm of Oehler and Hiller and Decorah has been dissolved, G. Oehler continuing the business.

Carlton Brady has bought a hardware store at Lake Park.

Kansas.

J. A. McCoy has bought the Peters hardware business at Emporia.

H. K. Ediger has sold his hardware business at Buhler to P. J. Dyck and J. F. Weins.

T. C. Ball and Fred Hamilton have purchased the Gardner hardware store at Altoona.

H. J. Connell and Son have sold their stock of hardware at Reading to M. E. Verbrugge.

Minnesota.

The Moose Lake Hardware Company, Moose Lake, will erect a store.

R. B. Little has sold his hardware and implement business at Hanley Falls to Ed. Labrie and I. B. Simonson.

Olson and Hawkinson, Mahnomen, have dissolved partnership, the business being continued by S. B. Olson.

Missouri.

Hudson and Welch, Maryville, have sold their hardware store to Howard Wray and O. H. Sayler.

Henry Pilgrim will open a hardware business at Overland.

Nebraska.

Paul C. Riedler will open a hardware business at Steele.

C. R. Hinman has sold his hardware interest at Newman Grove to S. A. Johnson and Alex Gustavson.

North Dakota.

N. J. Ness will open a hardware business at Steele.

Oklahoma.

Neel and Lewis, Binger, have moved their hardware business to Walters.

William Neff has purchased a hardware business at Blackwell.

F. Firebaugh has opened a hardware store in Binger.

Arch High and J. and P. Stockstill have opened a hardware and implement store at Blanchard.

Oregon.

F. E. Hague, Marshfield, suffered a fire loss of $4,500. He has $3,500 insurance.

South Dakota.

D. M. Warford has sold his hardware store at Big Stone to O. W. Kuderling.

Texas.

The Maypearl Hardware Company, Maypearl, has sold its stock to Wilemon and Nugent.

Wisconsin.

Martin Johnsrude has sold the stock of the Montfort Hardware Company at Montfort to Joe Pettera.

AUTOMOBILE ACCESSORIES SOLD BY HARDWARE DEALERS

The Auto Specialties Manufacturing Company, St. Joseph, Michigan, is erecting additions to its plant.

Fuller and Sons, Kalamazoo, Michigan, manufacturers of auto parts, are reported to be planning the construction of a new plant.

The Holley Kerosene Carburetor Company, Detroit, Michigan, is going to erect a factory and office building at a cost of about $50,000.

The Standard Parts Company, Cleveland, Ohio, contemplates the erection of an automobile spring manufacturing company at Flint, Michigan.

The Sadler Auto Support Company, Los Angeles, California, has been capitalized at $15,000 to manufacture automobile specialties. Edward H. Sadler, Ernest L. Hall and Alfred Easter are the incorporators.

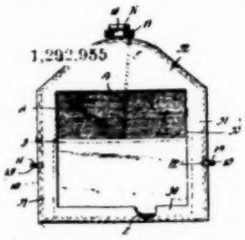
ACCESSORIES INCREASE CAR VALUE.

Today, the motoring season is never off—and though the winters are as cold as ever before, a big per cent of the passenger cars running in the summer time keep on the road during the season which was formerly a total loss.

Accessories are largely responsible for this increased usefulness of the motor car, and among the foremost of these for cold weather service is the car heater, operating from the exhaust at no expense to the owner after it is installed.

PATENTS AUTOMOBILE RADIATOR COVER.

Under number 1,292,955, United States patent rights have been granted to Ole Alonzo Larson and Charles J. Lalliss, Salt Lake City, Utah, for an automobile radiator cover, described herewith:



In an automobile radiator cover, the combination with a spring roller, a flexible shutter secured at one end to and wound thereon, and a cord attached to the other end of the shutter and led to the rear of the automobile; of a rigid frame following the contour of the radiator frame and overlying its front face and having bearings for the roller-trunnions. L-shaped bolts whose upright arms pass through the top of said frame and whose horizontal arms pass rearward over the radiator frame and astride said nipple and are threaded, one of said bolts being tubular and serving as a guide for the cord, a clip in two members whose centers embrace said nipple and whose ends have perforations strung on the threaded portions of said bolts, and nuts on the latter outside the ends of the clip-members, for the purpose set forth.

ENDS RESTRICTIONS ON TIRE SIZES.

At a joint meeting of committees representing automobile and tire manufacturers held in Detroit, Michigan, it was decided that all restrictions on sizes of tires which had been adopted as a war measure should be removed. It was agreed to that tires of all sizes would be manufactured as long as there is a demand for them by the public.

SHOCK ABSORBER IS PATENTED.

Percy Todd, Gadsden, Alabama, has procured United States patent rights, under number 1,292,539, for a shock absorber described in the following:

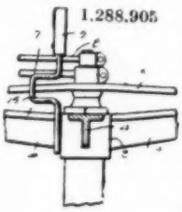
A shock absorber comprising a series of cylinders, a wedge shaped plunger in each cylinder, a sectional expanding block with which each plunger coöperates, each block being movable with the plunger and having a limited movement with respect to the plunger, a spring normally forcing the plunger in a direction to cause the plunger to expand the sections, a lighter spring pressing the expander in the opposite direction to cause it to follow the plunger when it compresses the first named spring, a brake ring encircling the expander block, and means for tensioning the last named spring, the plungers being adapted to be connected with one element to be cushioned and the cylinders with the other.

WATCH WIRES WHICH FASTEN LAMPS.

Watch the wires where they fasten to the lamps, as the motion of the car makes them sway and may cause a break or short circuit. A piece of tape wrapped around the wire and the plug that enters the lamp socket will reinforce the wire and prevent trouble.

INVENTS AN AUTOMOBILE LOCK.

United States patent rights for an automobile lock, under number 1,288,905, have been granted to David A. Isom, Boise, Idaho. It is described herewith:



An automobile lock comprising a padlock, a shackle for said padlock adapted to receive one spoke of a steering wheel, one arm portion of a quadrant, and the gas and spark levers, said shackle having one arm portion bent to form an offset portion adapted to abut the arcuate shaped portion of the quadrant to prevent the shackle from being moved about the corner of the quadrant.

ADVERTISING CRITICISM AND COMMENT

Helpful Hints for the Advertisement Writer

The advertisement of the Palace Hardware House reproduced herewith from *The Dispatch,* Erie, Pennsylvania, was two columns wide by 9½ inches deep. The layout is good, as it balances well. The firm name design at the top is original and, therefore, attracts attention to the rest of the advertisement. All

through this advertisement the personal, direct appeal is used to good advantage. Objection is made, however, to the sub head, "Buy Your Tools with the Utmost Care and Precision." It is hardly necessary to tell a mechanic to do this. If there is anything a mechanic likes to brag about it is his good tools and his ability to pick the best. If this heading had read, "You Who Buy Your Tools with the Utmost Care and Precision," it would have been better. The same thought would have been expressed in these words and the danger of insulting the mechanic would have been avoided. Perhaps he would feel flattered—which is always good to accomplish if not overdone. This idea, however, is followed in the body of the advertisement. The paragraph starting, "It doesn't pay to buy inferior tools," etc., is good copy. The mechanic, of course, knows this but for this reason it takes better effect and convinces him further that he should never let price stand in the way of good tools. The illustration of the tool chest, the good description of it, and the prices in bold type are praiseworthy.

The bottom of the advertisement is used to its best advantage in this case. A miscellaneous list of this sort, not too long and with the prices quoted, is excellent and, no doubt, sells many tools. The direct personal suggestion given in the heading above this list is worthy of commendation. A mechanic enjoys having tools suggested to him in this manner instead of the continual shouting of "You need this tool," "You want this tool," all of which meets with his strenuous objection.

* * *

It is a pleasure to pass judgment upon this advertisement of the Hiener Hardware Company which appeared in the *Wheeling Register,* of Wheeling, West Virginia. It has every element of gainful publicity. The layout is excellent. Plenty of white space is used for emphasis. A single commodity is chosen to be advertised. Its price is stated plainly in bold figures. The description of the Stanley Nail Hammer is terse, accurate and convincing. There is not an unnecessary word in the entire advertisement. By selecting a standardized article of a nationally known brand and offering it at a very moderate price, the Hiener Hardware Company attracts customers to its store. This advertisement makes a favorable impression upon them and they are disposed to buy other hardware things when they come to purchase the Stanley nail hammer.

HEATING AND VENTILATING

NATIONAL WARM AIR HEATING AND VENTILATING ASSOCIATION SETS DATE FOR CONVENTION.

The intimate relationship of interests which exists between the warm air heating industry and the sheet metal contracting business was taken into consideration by the officers of the National Warm Air Heating and Ventilating Association in selecting a date and place for the annual convention of that organization. Columbus, Ohio, has been chosen as the place of meeting and June 11, 1919, as the date, for the reason that during the same week of June in which this day falls the National Sheet Metal Contractors' Association of the United States will hold its annual convention in Columbus, Ohio. At the same time, moreover, the Ohio Sheet Metal Contractors' Association will convene in annual assembly in Columbus, Ohio. The opportunity for a comparison of views regarding the main questions of the trade is greatly enhanced by the bringing together in the same city of the representative men of both associations.

MAKES RELIABLE PIPELESS HEATER.

The Laurel Pipeless Warm Air Heater, shown in the accompanying illustration, is made by The Art Stove Company, of Detroit, Michigan, and Chicago, Illinois. This heater is easily installed, there being no cutting of walls, plaster or pipes to run, except the smoke pipe. There are two series, the 618 being for hard coal, coke, wood or gas, and the 518 for soft coal, coke, wood or gas. The former has a steel radiator so constructed that products of combustion have to travel around all three sides, top and bottom before entering the smoke pipe. In this manner, sufficient time is allowed to extract all heat units. The radiator walls are practically self-cleaning. The rods are on the outside of the fire travel so they will not burn out or interfere in the cleaning. The 518 series has a cast iron radiator where the products of combustion follow the same rule as in the steel radiator. This is practically a one-piece radiator. In the Laurel heater the inner casing of galvanized iron is lined with corrugated iron and asbestos lining. The outer casing of galvanized iron provides a four-inch air space for the cold air to go through. This furnishes four walls around the heater. The inner casing dome is also lined. The triplex grate can be removed without disturbing a single bolt, the grate sliding out on a track. The ash pit is deep and roomy and square in the rear at the bottom so that the ashes are easily removed. It is made in one piece with straight side walls. For further particulars, dealers should address Furnace Division, The Art Stove Company, Detroit, Michigan, and Chicago, Illinois.

Laurel Pipeless Warm Air Heater, Made by The Art Stove Company, Detroit, Michigan, and Chicago, Illinois.

ILLINOIS HEATING AND VENTILATING ENGINEERS MEET NEXT MONDAY.

Steel fire box boilers with or without brick settings is the main topic for discussion at the meeting next Monday, March 10, 1919, at 7:30 p. m., of the Illinois Chapter of the American Society of Heating and Ventilating Engineers. The session is to be held in the rooms of the Chicago Engineers' Club, 314 South Federal street, Chicago, Illinois, and is to be preceded by a dinner at 6:30 p. m. The committee in charge of the meeting consists of A. W. Boylston, J. P. Dugger and Homer R. Linn. A report of the committee in charge of gathering funds for the Bureau of Research will be rendered to the meeting by Harry M. Hart, its chairman.

It is generally recognized that the Bureau of Research—which is to be located in Pittsburgh, Pennsylvania,—is essential to the technical advancement of the profession of heating and ventilating engineering. Much interest in the project has been manifested by the various chapters throughout the country. It is the hope of the officers of the Illinois Chapter that their members will make generous subscriptions toward the establishment of the research bureau as a matter of professional pride as well as a proof that they realize its immense value to them personally in the exercise of their calling.

BEGINS CAMPAIGN FOR NEW PIPELESS WARM AIR HEATER.

A great advertising campaign is now being launched by the Utica Heater Company, of Utica, New York, and Chicago, Illinois, and an enormous demand is being created for the New-Idea Pipeless Warm Air Heater, shown in the accompanying illustration. The company shows various ways in which this heater is superior to stoves. It reduces fire risk and requires attention only once or twice a day, besides eliminating

the dirt and danger of some stoves. This heater is very easily installed. The principle of circulation in the New-Idea Pipeless Warm Air Heater is extremely simple, being based entirely on the physical law that warm air rises while cold air descends. The castings of this heater are surrounded by two separate sheet metal casings.

The register used is divided into two portions. The round center portion connects with the inner casing and the outside portion with the outside casing. Other important characteristics of this heater are the one-piece radiator; cup joint construction; one-piece combustion dome; elimination of feed door frame; two-piece firepot; corrugated, triangular anti-clinker shaking grates; direct connected cleanout, hot blast; and the extra feed door. The following new features

New-Idea Pipeless Heater, Made by the Utica Heater Company, Utica, New York, and Chicago, Illinois.

have also been added: patented notched slot outside the casing; the smoke curtain; casing strip behind the warm air heater front which, in conjunction with the notched slot case is a labor saver. It does away with the old method of bolting. Dealers should write immediately for details to the Utica Heater Company, Utica, New York, and Box 100, 218 West Kinzie Street, Chicago, Illinois.

DESIRES CATALOGUES OF PIPELESS WARM AIR HEATERS.

Situated in a fertile farming district, the town of Alexis, Warren County, Illinois, offers great opportunities to ambitious business men. That is the reason why C. J. Jaques has chosen it for the location of a plumbing, heating, and sheet metal establishment which he is about to open. The farmers of that section have lately enjoyed a marvelous run of prosperity. In consequence they are equipping their homes with many improvements, all with a view to increasing the comforts of existence. The prospects for large sales of pipeless warm air heaters to replace the inefficient methods of heating used in the past are very encouraging. Mr. Jaques is thoroughly alive to the possibilities in this direction and intends to develop a trade along this line. With this purpose in mind he desires to receive catalogues of warm air heaters from the manufacturers and jobbers.

HAS EFFECT OF DOUBLE HEATER.

An unusual feature in a warm air heater is shown in the Weir heater, made by The Meyer Furnace Company, of Peoria, Illinois, and depicted in the illustration herewith. This is said to be really a double heater. Combustion takes place in the first main drum, and this in itself possesses a large heating surface. A heavy dished head is inserted into the drum which is made of one sheet of boiler plate. It is riveted with heavy rivets and then calked thoroughly until water and gas tight.

Weir Heater, Made by The Meyer Furnace Company of Peoria, Illinois.

The bottom of the ash pit is made of the same material and put in in the same manner. The radiator or extra drum is made in two forms, the round shape with open center for brick setting, and the crescent for portable style.

The main drum and radiator are connected by a flanged coupling. This is packed with a reinforced asbestos gasket. Both drums have an upright surface which makes the air follow it naturally after beginning to warm. These upright walls are self-cleaning and are claimed not to retard radiation. The smoke collar, ash tube, and feed tube are thoroughly riveted in place and are manufactured of high grade gray iron castings.

The grates are easily worked as they operate so as to free themselves from clinkers and clear the fire from ashes without loss of fuel. They are very durable. The center and side bars become interchangeable by merely reversing the cog wheel. Two styles of grates are made by this company—one for soft coal, and a special style with draw center for hard coal. Catalog and further information may be obtained by addressing The Meyer Furnace Company, Peoria, Illinois.

TAXES WHICH WE NEED NOT PAY.

Benjamin Franklin said: "Friends, the taxes are indeed very heavy, and if those laid on by the Government were the only ones we had to pay, we might more easily discharge them, but we have many others and much more grievous to some of us. We are taxed twice as much by our idleness, three times as much by our pride, and four times as much by our folly, and from these taxes the commissioners cannot ease or deliver us by allowing an abatement. However, let us hearken to good advice and something may be done for us."

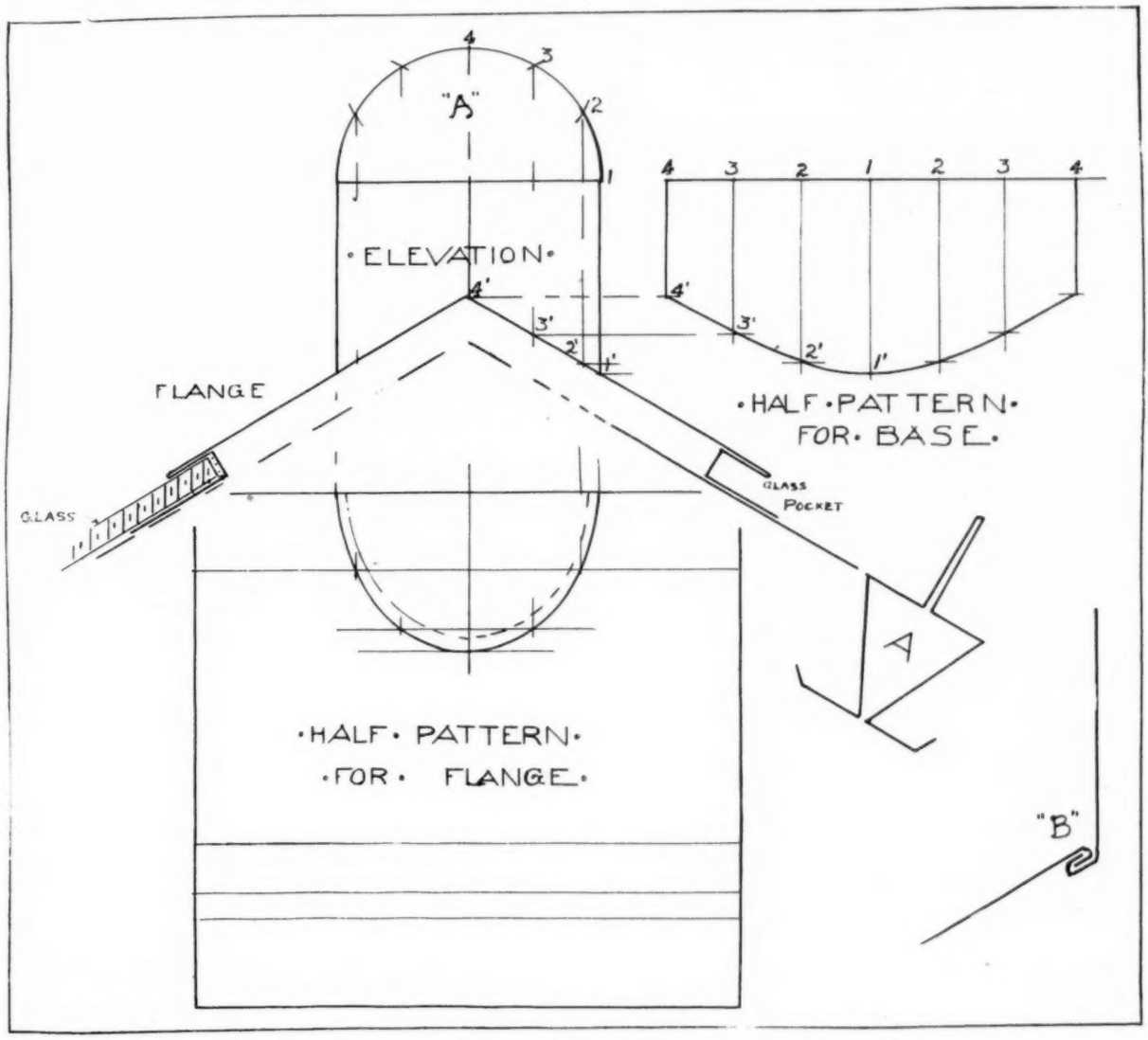
PRACTICAL HELPS FOR THE TINSMITH

PATTERNS FOR SKYLIGHT VENTILATOR FLANGE.

By O. W. Kothe.

Sheet metal men who keep their eyes open find many different types of ventilator bases used for connecting a ventilator to a skylight. One that is of general use is here shown and its main feature being the top is flat with the surface of the glass. It makes it appear as though the ventilator stem projected immediately through the skylight.

Attention is called to the design of the glass pockets which rest on the common bars A. The elevation of ventilator stem can be made any size usually to fit in between the common bars. This stem may be made any height but a good proportion is to make the height equal to the diameter. The half section "A" is to show that the stem is round and the points in the circle are used to establish points in the roof flange 1′-4′. The pattern is set off by picking the stretchout from the half section or else measuring it with a rule and stepping it off as 4-4. The spaces from the half section "A" can be taken as an approximate division and with them space off the points on a line 4-4. In this way it is easier to get the right base after one or two trials. When stretchout lines are dropped, points are projected over from each point in flange as 1′-2′-3′-4′ cutting those lines in pattern of the same number, which gives the miter line as shown for the half pattern. If it is the desire to lay out the opening in the flange then observe how the elevation fits on the roof line and notice the points 1′-2′-3′-4′ give the length of cut in the flange. By picking these lengths we step them on the center line of pattern and after dropping



Patterns for Skylight Ventilator Flange.

lines from all points in the half section "A" you establish points for tracing the miter cut. This method saves developing a side view because the divisional spaces in the half section "A" would come out the same if a side view were developed. It is best to make a double seam between the stem and plan at "B." This makes a rigid job and will not permit the solder to crack owing to the vibration of the wind and metal.

ISSUES PROGRAM OF THE WISCONSIN SHEET METAL CONVENTION.

The fifth annual convention of the Wisconsin Sheet Metal Contractors' Association is to be held March 20, 1919, in Hotel Wisconsin, Milwaukee, Wisconsin. The following program has been arranged with a view to obtaining the utmost value out of the brief time at the disposal of the meeting:

Forenoon session:

Address of Welcome by Frank Romberger, President Milwaukee Local.

President's Response and Address.

Reports of Committees, etc.

Afternoon session:

Address by B. F. John, Philadelphia, on "The Sheet Metal Master as a Business Man." Presented and Read by E. B. Tonnsen, Milwaukee.

Survey by National President George Harms of Peoria, Illinois, "Warm Air Heaters: Estimating and Operation."

Review by A. H. Howard of Chicago, Illinois, "Present and Future Material Conditions."

Address by Frank Romberger, President Milwaukee Local, on "Rehabilitation of the Sheet Metal Cornice, Coping and Metal Trim."

Address by E. A. Scott of New York City on "Employers and Employes."

Address by Edwin L. Seabrook, National Secretary, Philadelphia, Pennsylvania, on "Business Burdens."

Questions and Discussions.

Election of Officers.

Miscellaneous.

Adjournment.

DIRECTORS WISCONSIN SHEET METAL CONTRACTORS' ASSOCIATION MEET.

A complete report of the preparations already made for the annual convention of the Wisconsin Sheet Metal Contractors' Association was made by Secretary Paul L. Biersach to the meeting of the Board of Directors of the organization which was held at 4 p. m., Wednesday, March 5, 1919, at the Builders' and Traders' Exchange, 456 Broadway, Milwaukee, Wisconsin. The report was approved. A suggestion was made by President Otto Geussenhainer to send an invitation to Robert Byron, National Organizer, asking him to attend the convention and to give an address on the relations of employers and employes. Favorable action was taken on the suggestion. The application for membership of the McIntyre and Macdonald Company of Fond du Lac, recommended by F. W. Diedrich of that city, was approved.

HAS PATENTED LEAK-PROOF PUMP.

The "Always Reliable" Gasolene Furnace, shown in the accompanying illustration and made by Otto Bernz, Newark, New Jersey, is fitted with the patented "Never Leak" pump. The plunger of this pump screws down and out of the way, preventing it from becoming bent or broken. The needle at the bottom of the pump acts as a double check. If the internal check becomes out of order through the use of dirty gasolene or otherwise, the pump can still be used by screwing down the plunger. The brass work on this furnace is very heavy and all the castings are of malleable iron. The coil is made of extra heavy pipe and the shield is reinforced by wires in the bead at the top. It has a malleable iron base, which makes it very strong. The reservoir has a funnel which simplifies filling, and there is a "dust proof" cap attached to the filler screw. This cap prevents dirt or dust from falling or being washed into the tank. These furnaces can be had with either a heavy tin or a heavy galvanized iron tank, which has a galvanized cast iron top and a malleable iron ring at the bottom. Dealers should write to Otto Bernz, Newark, New Jersey, for details and catalog of the Company's other products.

"Always Reliable" Gasolene Furnace Made by Otto Bernz, Newark, New Jersey.

FINDS MANY INSTRUCTIVE HELPS.

To American Artisan and Hardware Record:

In renewing my subscription to your valuable journal, I wish to express my satisfaction with the high character of its articles. I find many instructive helps in its columns for the management of business as well as useful information for the sheet metal trade.

Yours truly,

Max Levin.
Sheet Metal Works.

Chicago, Illinois, March 1, 1919.

LINK FOR SPRINKLERS IS PATENTED.

Poul Flamant, Philadelphia, Pennsylvania, assignor to Powell Evans, Philadelphia, Pennsylvania, has been granted United States patent rights, under number 1,292,746, for a link for sprinklers, described in the following:

1,292,746

A fusible link consisting of two plates each having an opening and each pressed out adjacent its opening to form a depression; a key extending through said openings; with a body of solder entering the depressions and separately holding together the plates and the key.

Sheet metal contractors should never offer an alibi when their business appears to be rather quiet. Instead, they ought to get out and hunt up some new business. That is the only way to ever get ahead.

Michigan Sheet Metal Contractors' Convention Develops Strong Community of Interests.

While talking with a sheet metal contractor on the main street of Battle Creek, Michigan, some years ago, an alert salesman noticed that he did not speak to another contractor who chanced to come their way. The salesman inquired: "Are you men not acquainted? I see you do not speak. Men in the same line certainly ought to know each other."

Official Emblem Michigan Sheet Metal Contractors' Association.

Both admitted that, although they had formerly worked in the same shop on friendly terms, they did not exchange greetings because they were competitors. The salesman induced them to shake hands and renew their friendship, assuring them that it would prove profitable to their business to be on a footing of mutual regard and confidence. The idea spread to other sheet metal contractors in town and an organization was formed. Thus, according to Secretary F. E. Ederle, originated the first unit of the Michigan Sheet Metal Contractors' Association, whose eighth annual convention was held March 5, 6 and 7, 1919, in the Park-American Hotel, Kalamazoo, Michigan.

The principle which inspires all the activities of the Association is that men engaged in the same trade can help one another without sacrificing any of their personal advantages. The workings of this principle were manifest in a most gratifying degree throughout the three days of the annual meeting. The outstanding lesson of the convention was the value of cooperation in the furtherance of the sheet metal contracting business in Michigan. The cumulative effect of foregoing conventions was plainly evident this year in the development of a strong conviction among the members that individual progress and prosperity can best be forwarded by a community of interests.

Wednesday, March 5, 1919.

The opening session in Convention Hall of the Park-American Hotel, which began at 11 a. m., was marked by an address of welcome from the city of Kalamazoo and an appropriate response on behalf of the Association. Special committees were then appointed by President Adam Schepper and an adjournment was taken to 2 o'clock in the afternoon. The President's greeting to the members of the organization emphasized the destiny which makes us all brothers. The text is as follows:

"In closing my year as President of your honorable association I desire to express my heartfelt thanks and deep appreciation of the honor you conferred upon me, and the cooperation manifested by you at all times in our work. It has, indeed, been a very pleasant year. I have learned to have a high regard for every member of the Association, and the friendships made during my tenure of office will be to me in all the years to come among the most pleasant of my recollections.

"I also wish to thank the Traveling Men for their splendid support which they have given the Association during the past year.

"I have realized to a greater degree than ever the truth of the statement that 'he profits most who serves best,' that destiny makes us all brothers and that no one goes his way alone, and that the things we put into the lives of others come back into our own.

"We have passed through the greatest year in the history of the world, and we are confronted with the greatest problems since time began. Every man has a part to play and the members of this Association,

Adam Schepper, Retiring President, Michigan Sheet Metal Contractors' Association.

individually and collectively, have a duty to perform in the solving of these problems. If each will do his part, then all will be well.

"There is the great question of a readjustment of conditions; the amicable relationship between capital and labor, between employer and employe. We have fought the great war to make the world safe for democracy; it is now up to us to make democracy safe for the world. This Association has, by bringing men together, given each member a new viewpoint, and I want to express my thanks to my associate officers and the members of the various committees for the splendid work done during the year, and to bespeak for each and every one of you my best wishes for prosperity and happiness."

The afternoon session was devoted to an address

by Sam Strong of Homer, Michigan, on "The Origin, Development and Utility of the Pipeless Warm Air Heater." A thorough discussion of the subject from every angle was carried on by the assembly. The consensus of the members was that the pipeless warm air heater has a legitimate function to perform. It is superior in every respect to the parlor heating stove and is efficient in bungalows and houses of a similar type of construction. Several of the members called attention to the harm done by making extravagant and unjustifiable claims for the pipeless warm air heater. It is a matter of elementary logic, they declared, that a single register heater cannot render the service for which the standard, multiple register warm air heaters are designed. There is, however, a big enough field of operation for the pipeless.

Wednesday evening a dinner party and entertainment was given to the members and their ladies by

Al Berschbach, Newly Elected President, Michigan Sheet Metal Contractors' Association.

the Kalamazoo local of the Michigan Sheet Metal Contractors' Association.

Thursday, March 6, 1919.

In the morning at 9 o'clock there was a meeting of the Travelers' Auxiliary, the energetic organization of sheet metal products salesmen whose purpose is to promote business and social welfare of the members of the Michigan Sheet Metal Contractors' Association. The latter began their deliberations at the close of the Travelers' Auxiliary meeting, with a song led by the Tinners' Quartette. The matter of trade acceptances was the subject of an address by a local banker. Liberal use was made of the question box under the guidance of A. B. Lewless of Saginaw, Michigan.

Three addresses were scheduled for the afternoon session, the most important of which is herewith reproduced. It was by E. G. Weir of Dowagiac, Michigan, on the absorbing topic of "Sales and Profits."

Address on Sales and Profits Delivered by E. G. Weir at the Convention of the Michigan Sheet Metal Contractors' Association, in Kalamazoo, Michigan, March 6, 1919.

Permit me to emphasize the importance of a thorough knowledge of the fundamental laws governing business success by three minutes of statistics:

That business should be a survival of the fit, is not surprising or unnatural. But that the fit should be so few is astounding when the figures of failure are known.

Facts gathered by the Federal Trade Commission in a recent national canvass show that of the 250,000 business corporations in the United States, over 190,000 make less than $5,000 a year, and of these, over 10,000 making nothing at all.

We are particularly concerned with the ailments of the retailer. Let us take the typical progressive city of Waterloo, Iowa, as investigated by System Magazine.

Waterloo is a healthy and growing city. Accordingly, business failures cannot be charged to the town and environments, but must be the result of weaknesses in the concerns themselves.

If you had walked down the bright, bustling streets of Waterloo in 1885, you would have seen 33 retailers, 19 groceries and 7 jobbing establishments, all apparently thriving.

If, then, it had been possible to "flash-in" in movie fashion a vision of 30 years after, that is, of the year 1915, you would have exclaimed with wonder, "Impossible."

For on those same bright streets (but busier now with its increased population) you would have seen but 5 concerns surviving out of the original 59. Across the other 54 businesses, "Failure to Survive" had been written, and of the 5 businesses that are spared not one is a retail business.

Think of it! A mortality of 100 per cent in those typical retail businesses chosen for study, in a *typical* town.

There may be many reasons for this enormously high death rate in retail businesses, but the basic, bedrock cause ought to be forced home to every retailer in a not-to-be-forgotten fashion—*unprofitable and unscientific selling.*

With the average turnover there is but a 5 to 8 per cent differential between success and failure in the retail hardware business. David A. Wells, business economist, says 90 per cent of all business men fail. Wanamaker, merchant prince, making even a higher estimate, says only 4 per cent of all businesses succeed. Twenty-five per cent of the names in any issue of Bradstreet's do not appear in the next. What is the answer? Such wide-awake, progressive associations as yours do well to choose for discussion ways and means of achieving business success.

I.

The magical words, *Sales* and *Profits* command your instant attention, for they represent the tangible proof of your daily success and achievement.

They serve as a barometer, gauging accurately the progress of your business ship, that you as pilot and

owner steer toward the ever nearing harbor called "Success."

Their meaning calls to your mind the desirability of those worthy ambitions: *economic independence,* social status, the family well educated and launched on their individual careers, the *consciousness* of success in the broader sense. They serve as a spur to *ambition,* a counsel to *judgment,* an incentive to *constructive* reading and *practical* investigation of all factors which influence your business success.

We are interested, intensely concerned, with the *how,* in discussing this subject. Would you be surprised to know that the *how* is *you?* The answer to the question lies in *you*—in your knowledge and application of the laws governing business success. Permit me to illustrate the practical working of just two of these many laws, and then discuss with you the development of the successful sales personality.

First—The Law of Mental Sale.

Second—The Power of Indirect Suggestion as a Sales Stimulus.

And now for a very hasty chat on that most interesting subject in the world. The real *you* is the sum total of your mental accumulation—plus the personality you aspire to become.

How you influence others determines their attitude toward you. This applies quite as much to your sales force and family as to your customers and possible customers. It is your legitimate desire that all should be favorably influenced, but the factor that determines their attitude is *your prevailing mental attitude.*

You are always dominated either by the positive or by the negative attitude—sometimes one, sometimes the other—never by both at the same time. By positive, I mean self-confident, ambitious, tactful, energetic, full of pep and expressing in your whole bearing anticipation of success. By negative I mean a bearing expressing worry, discouragement, touchiness, doubt and hesitancy. The mighty doctrine, successful men proclaim is, that you may wear the bearing of success—the positive attitude at all times if you will pay the price. And, mark well, that is the attitude that presages success—always.

First let us investigate the *causes* of the negative attitude, which if persisted in long enough develop the negative personality, synonymous with defeat.

"Fear and kindred emotions paralyze useful effort. good work and fine-thought-out plans, and make otherwise strong, useful men into negative individuals." Fear and worry exhaust a great part of the energy of the individual, *and give nothing in return.* Nobody ever accomplished a single thing by reason of fear and worry, nor have they ever helped anyone along a single inch in the road to success, and they never will, because their whole tendency is to retard progress and not advance it.

The majority of things we fear and worry over never come to pass, and the few which do materialize are never so bad as we feared they would be. It is not the cares and trials of today that unnerve and break us down; it is the trouble we fear may come at some future time.

Everyone is able to bear the burdens of today, but when he heaps on the burdens of tomorrow and the next day, and next year, he is doing his mind an injustice, and eventually he heaps on the last "straw that breaks the camel's back."

The energy, work, activity and thoughts that we expend on these imaginary "maybe" troubles of the future would enable us to master and conquer the problems of each day as they arise. Nature gives each of us a reserve supply of strength and energy upon which to draw to oppose unexpected troubles, and problems as they come upon us each day, but we foolishly draw upon this reserve force and dissipate it in combating the imaginary troubles of next week or next year, the majority of which never put in an appearance, and when we have real need of this reserve force to oppose some real trouble of the day, we find ourselves bankrupt of power and energy and are apt to go down to defeat. They who have no central purpose in their life, fall as easy prey to petty worries, fears, troubles and self pityings, all of which are indications of weakness, which lead, just as surely as deliberately planned errors, to failure, unhappiness and loss, for weakness cannot persist in a power-evolving universe.

The causes are very clearly defined. There are but four:

1. Physical—Ill health.
2. Ethical—Guilt or neglect of duty.
3. Mental—Ignorance; mystery.
4. Spiritual—Loss of faith in an over-ruling Providence.

Just four minutes to elaborate on these parasites of human vitality and initiative:

The cure—

1. Care of the health; elevation of the vital organs.
2. Cultivate the spirit of tolerance; morning inventory.
3. Auto suggestion; cultivate the ideals of courage, confidence and initiative.
4. Consult your authorities.

The Law—Our prevailing mental attitude creates what we desire.

Now for a mental highball:

Let your soul be saturated with the sure conviction that fear is an alien in the world system of life, having no proper place nor legitimate rights therein, and meanwhile resolutely set about the task of cultivating in every possible way the permanent habit of courageous living.

Then make this positive affirmation: Believing vigorously in myself and confident of ultimate success, I resolve to discipline and cultivate my mind in every available way, to multiply my best powers into all things undertaken, to follow the inner voice of my sanest judgment and to make my whole environment a splendid workshop for development and achievement of the best of which I am capable. Practice this and you will find your mind in a healthy tone and your courage rounding out to symmetry and power.

Once you have rid yourself of fear and worry, you leave your mind free to grow healthy thoughts, feelings and emotions conducive to success—you develop an appetite for *constructive* reading, associations and conditions.

You are stripped for the race and will surely out-

strip all who burden themselves with the shackles of a clouded mind. Already you see Sales and Profits as a reality—not as a hoped-for possibility—don't you? The prime requisite of the ideal business personality is the development of "The Giant Will," which is one-third Thought, one-third Energy, one-third Magnetic Personality.

Your will is that human factor which creates human power. In it is enthroned sovereignty, dominion and kingship. This ideal will is courageously confident, magnetic power, self mastered and self directed and practically applied to matters actually worth while. That kind of will is achieving power, to it all things are possible. It is power of will expressed, that dissolves fears and anticipation of failure into mist. Will-power vigorously expressed creates and develops strength, ambition, initiative. It puts iron into the blood. It stiffens the backbone, it makes you a self-starter. Your personal force is your will multiplied into your personality. When your personality is positive and your will vigorous, what can stop you?

I said, will develops initiative. What is initiative? Initiative is the self-originated perception of any kind or possible improvement on existing conditions and the corresponding ability to bring such improvements to pass, ether by doing the thing oneself or through the directed services of others.

Will develops practical imagination. What is it? Practical imagination is the ability to work over your business, either in part or as a whole, into a new and improved condition.

Successful men think first, then act. Failures act —then too late they think. The successful man takes thoughtful inventory of the present and past, and gages the future only after careful study and research. Remembering that what we all need is *less* instruction and *more* reminding, let us apply some of the positive attributes, practically, to the retailing of quality merchandise, and in order that you and I may gage just how efficient we are, and instruct by suggestion and example our associates, let us state these factors in the form of questions:

Health and Energy.

Was I in fighting trim, primed with thoughts of health and success?

When my customer offered his hand did I give him a healthy handshake?

When he was indifferent did I put physical force into my words and arguments?

When he weakened did I supply the needed strength to bring about a decision?

Courtesy.

Did I forget my personal feelings and build up my arguments around *his* interests?

Did I observe the little courtesies that are marks of good breeding?

Did I treat his questions and opinions with respectful consideration?

Did I meet rudeness and incivility with politeness and firmness?

Did I patiently meet all objections from his point of view?

Did I thank him at the close for his time, his interest or his order?

Alertness in Selling.

Have I developed the ability to size up the whole situation at a glance?

If he was quick, was I quick? If he was slow, did I moderate my speed?

If he was aggressive, did I guide his decision; if he was conservative, did I patiently urge him along?

Did I quickly turn to my own advantage the argument which he used?

Did I detect the cause of his indecision and supply the needed argument?

Did I sense the mental condition of the customer and ask for the order when his decision was forming?

Tact and Non-Resistance.

Did I see to it that my first point interested the customer and secured his willing attention?

Did I avoid antagonizing him and side-step needless argument?

When he opposed me, did I move with him to a point of agreement, then lead him with me to the point of action?

E. E. Behler, Elected Treasurer, Travelers' Auxiliary.

Did I generously acknowledge his position in part and get him to accept mine in full?

Did I anticipate his objections and prevent him from raising them?

Enthusiasm.

Was I primed chuck full of my subject?

Did I put steam, energy and conviction into what I said?

Did I keep myself in the background and stir up his enthusiasm for my goods?

Did I wax warm in my persuasion and fill his mind with reasons for buying?

Did I get him to the point where he was anxious to buy?

Did I make his enthusiasm strong, then immediately close?

Did I leave him looking for points of service and *not for flaws?*

Optimism.

Did I see the pleasant side of a too-serious remark?

Did I "call his bluff" with good will and friendliness?

No matter what the situation was, did I make the most out of it?

Cheerfulness.

Did I take his rebuffs to good nature and get down quickly to serious business?

Did I act as though I enjoyed my work?

Did I change his coolness and resistance into good will and friendliness?

Was I good natured and earnest in pressing the sale?

Was my cheerfulness of the quiet, genuine, business-getting kind?

Self-Control.

Did I work with calm certainty of making a sale?

Did I feel at home with my prospect and make him feel at home with me?

Did I temper my enthusiams with reserve and use care not to overstate my point?

Did I keep cool in the midst of interruptions, objections, false charges and complaints?

Was I unruffled in the presence of possible defeat?

At the right moment, did I quietly but firmly close the sale?

Clearness.

Did the customer know at once what I was "driving at?"

Did I make plain *his* needs for our goods?

Did I have a clear mental picture of what the customer should do?

Did I give him a clear idea of the value of doing it?

Did I plainly demonstrate my points and actually show him the use and value of the goods?

Did I draw my illustrations from things well known to him?

Were my descriptions clear and my language simple, direct and easy to understand?

Were my points arranged in *logical order?*

Did I get the customer to nod approval on important points or to say that I was right?

Does he clearly understand the prices, terms and conditions?

Did I give him simple, complete answers to his questions and objections?

Determination.

Was my mind made up to get the order when I started?

Was my determination to make the sale supported by an intelligent reason why it should be made?

Did I work with the idea of overcoming every obstacle?

Did I take command of the situation and make every step bend toward the sale?

Did I dominate the interview and hold the customer to the subject in hand?

Did I securely clinch each point as I made it and plant the customer's conviction so firmly that he felt compelled to give the order?

Did I hold firmly to my price and was the logic of my position so convincing that the customer acknowledged it was reasonable?

Did I supplant the idea of high price with the stronger idea of superior value?

In spite of frequent turn-downs did I return each time on a new line of attack until I secured the order?

Did I more than once give him a compelling suggestion to buy?

Earnestness.

Was I ready and able to back every statement that I made?

Did I show him the importance of immediate action?

Did I convert put-off into a sure sale?

Initiative.

Did I get his admission on one or more essential points?

Did I answer his objections before he got to them?

Did I keep just a little ahead of him in the sale—lead, not follow?

Did I let him lead when he led in the right direction?

Did I suggest the right conclusion and get him to adopt it?

Did I answer his objections and follow at once with a chance to close?

Did I find his preference on some minor point, then assume he was ready to buy?

Perseverance.

Did I offset every reason for not buying with stronger reason for buying?

Did I urge upon him his own self-interest—to buy?

Did I refuse to take "No" for an answer?

Did I keep him agreeing on minor points until I secured his agreement on the main point?

Dispatch.

Did I make as many strong points as I should in the time that I had?

Did I stop talking when I had said enough?

Was I "Business" from start to finish?

Did I clinch my points with an effective summary; close the order right and make a clean get-away?

Am I moving quickly to my next prospect?

Reason and Judgment.

Did I avoid exaggeration or mis-statement and leave him no grounds to doubt my point of view?

Did I suggest such benefits that his curiosity was aroused and he desired to further investigate?

Did I frame the proposition upon which his final conclusions should be based?

Did I furnish *enough* unmistakable evidence to convince him that my proposition would fully meet his needs?

Did he agree with me on essential points and follow me step by step in my arguments?

Did I give him a basis of standard of value for judging the goods?

Did I satisfy him that our goods measured up to that standard at every point?

Did I show him those minor points in which our goods are superior to others?

Did I draw him out by my method of reasoning until he "sold" himself?

Loyalty.

When the customer complained, did I offer to accept the blame rather than throw it upon the house?

Did I ask the customer's patience when he had been

disappointed and assure him that his interests would be well cared for?

Did I do what my manager would have done if he were in my place?

Did I adhere strictly to the policies and practice of the house?

Did I get as much profit for the house as they were entitled to?

Honesty.

Does he find our goods even better than represented?

Am I an honorable ambassador of the house, and would I rather lose the sale than misrepresent the company or the goods?

When he wanted me to cut the price, did I stand firm and appeal to his sense of honesty and fair play?

Did I demand for the goods an honest chance to prove their worth?

Did I tactfully compel my prospect to be honest and fair with me?

Did I avoid false promises and close the sale upon the merits of the proposition?

Response to Ideals—Human Nature, Buying Motives.

Do I show the customer that our goods and service measure up to his best buying standards?

Do I get him so interested in the *perfection* of the goods that he wants to own them?

Do I show that he owes it to his own best interests to take advontage of our offer and that we are deserving of his trade?

With high priced goods do I awaken his desire to lead and show him that he will be satisfied with nothing short of the best?

Suppose you and I exercised each and every one of these ideal sales attitudes, every day for just *one* year What would happen to sales and profits? What would be our prevailing mental attitude—just what percentage of increase would you be willing to mark down right now on the date, December 31st, in your office pad? Yet it is our privilege and our duty to build each and every one into the fibre of our sales personality. Let's do it and let's start now!

Thursday Evening, March 6, 1919.

All previous achievements of the Travelers' Auxiliary Association in the way of banquets and entertainments were surpassed by the feast of viands and divertisements given by that body of salesmen to the contractors in attendance at the eighth annual convention of the Michigan Sheet Metal Contractors' Association.

The Membership Contest, which concerned the districts was won by the Grand Rapids Heating Contractors' Association. This carried with it a prize of twenty-five dollars, that Local having secured eighteen new members for the State Association during the past years. In the Team Contest of Traveling Men, the team lead by F. E. Woolley won the twenty-five dollar prize. The Individual Travelers' Contest was won by E. E. Behler of Grand Rapids. This prize was a traveling bag. Mr. Behler secured thirteen new members. The second prize in this contest went to L. H. Pearce of Grand Rapids, and the third prize to W. S. Jackson of Detroit. An umbrella was given as second prize and a safety razor as third prize.

Friday, March 7, 1919.

The closing session on Friday morning was devoted to business routine. It was with a sense of reluctance that the members dispersed to their several homes. The convention had been characterized by such harmony and good feeling that the contractors regretted the ending of its deliberations. The formal proceedings of the meeting and the addresses of the speakers constituted only a minor—though valuable—part of the gathering. It was from the renewal of friendships, the exchange of ideas and confidences, and the deepening of fraternal relations that the supreme benefit of the convention resulted.

The officers elected to administer the affairs of the Michigan Sheet Metal Contractors' Association for the ensuing term are:

President: AL BERSCHBACH, Detroit;
Vice-president: FRANK DAILEY, Jackson;
Secretary: F. E. EDERLE, Grand Rapids;
Treasurer: J. A. SHOULDICE, Battle Creek.
Executive Committee: ADAM SCHEPPER, Bay City; A. F. PUDRITH, Detroit; and HARRY RHODES, Grand Rapids.

The Travelers' Auxiliary Association, which has been so great a source of inspiration and help to the sheet metal contractors, elected the following officers for the coming year:

President: HARRY SNOW, Kalamazoo;
Vice-president: H. E. DOHERTY, Detroit;
Secretary: L. H. PEARCE, Grand Rapids;
Treasurer: E. E. BEHLER, Grand Rapids.

The city of Saginaw, Michigan, was decided upon for the meeting place of the 1920 convention of both organizations.

NOTES AND QUERIES.

Repairing Enamelware.

From Charles Huron, 323½ East Mercury Street, Butte, Montana.

Kindly advise how to repair enamelware.

Ans.—1. To mend enamelware, place the article to be repaired on a square or mandrel stake and hammer on the defective spot, when the coating will come off of a sufficient space to solder or patch.

2. To mend enamelware, place the article to be mended upon a piece of iron, so that it will be perfectly solid and pound the rivet down flat being careful to strike only the rivet as a blow on the enamelware would cause the enamel to cleave off.

3. Place the article to be repaired on something firm and with a chisel or other tool peck off about one-quarter of an inch around the hole. Scrape with a knife or scraper until bright. Flux with moderately strong acid and solder all the bright space the enamel has been broken from.

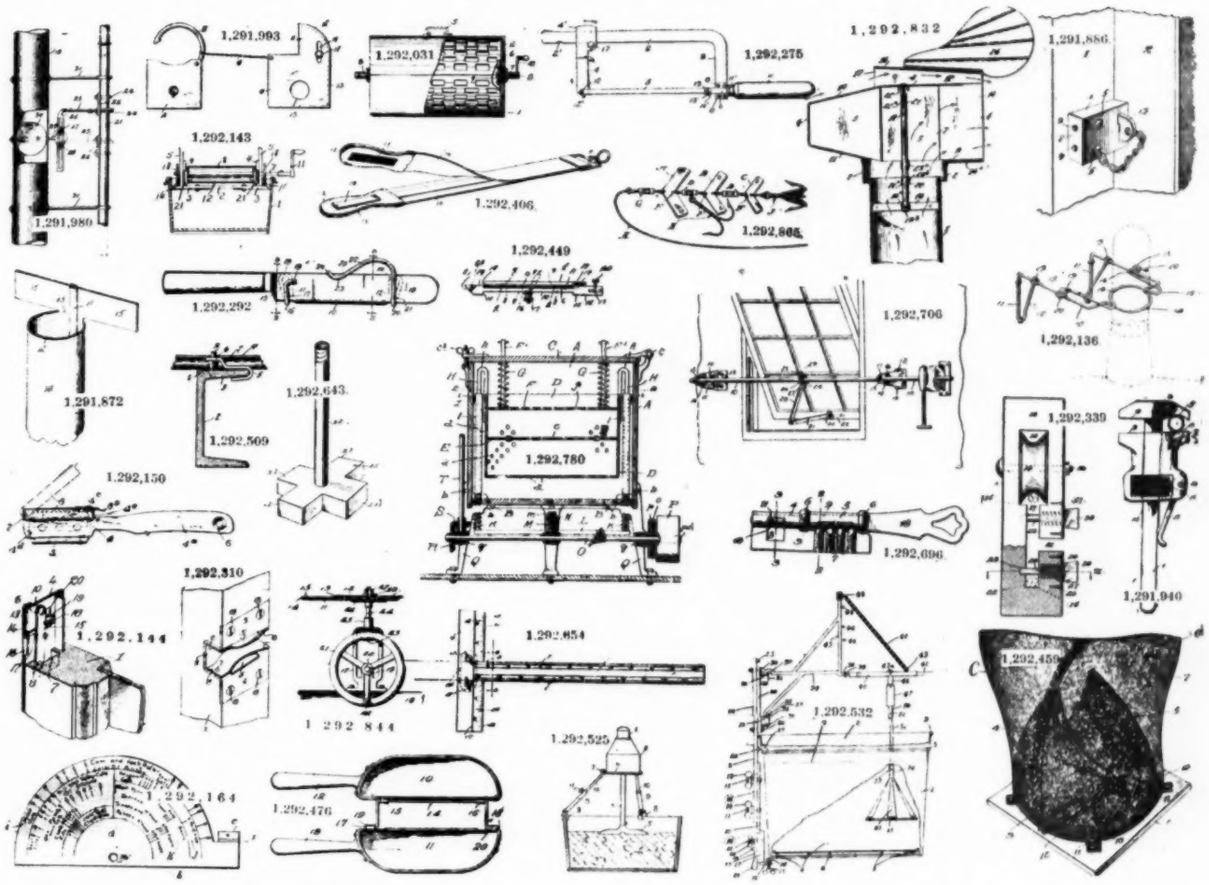
Electric Spot Welders.

From the Neosho Plumbing, Heating & Manufacturing Company, Neosho, Missouri.

Please let us know who makes electric spot welders.

Ans.—Automatic Electric Welder Company, 618 West Jackson Boulevard; Taylor Welder Company, 1150 Peoples Gas Building; and Thomson Electric Welding Company, 523 Sheldon Street; all Chicago, Illinois.

NEW PATENTS.



1,291,872. Pipe Hanger. Edward L. Heinze, Jr., Ashland, Pennsylvania. Filed August 18, 1917.

1,291,886. Screen-Door Catch. Raymond T. Hill, Detroit, Michigan. Filed May 25, 1918.

1,291,940. Wrench. Jacob J. Lee, Agate, North Dakota. Filed June 6, 1918.

1,291,980. Damper-Controlling Mechanism. Friend A. MacMurtry, North Bennington, Vermont. Filed April 25, 1916.

1,291,993. Padlock Guard. James E. Matthews, Farrell, Pennsylvania. Filed November 8, 1918.

1,292,031. Self-Basting Pan. Judson E. Parker, Gardiner, Maine. Filed April 19, 1917.

1,292,136. Broom and Mop Holder. Joseph Robertson Strickland, New Orleans, Louisiana. Filed September 16, 1916.

1,292,143. Washing Machine. William J. Tackaberry, Fort Worth, Texas. Filed June 19, 1917.

1,292,144. Lock for Pivoted Window Sash. Aiken C. Taylor, Richmond, Virginia, assignor to Emanuel P. Summerfield, Norfolk, Virginia. Filed June 8, 1917. Renewed June 4, 1918.

1,292,150. Holder for Safety Razor Blades. Almer B. Thomas, Hardwick, Vermont. Filed January 17, 1918.

1,292,164. Attachment to Bevel Squares. Harry Wilton Vaughan, San Francisco, California. Filed March 30, 1917.

1,292,275. Hacksaw. John C. Duncan, Pittsburgh, Pennsylvania. Filed March 21, 1917.

1,292,292. Safety Knife Guard. John M. Forsyth, Los Angeles, California. Filed April 26, 1918.

1,292,310. Door Retainer. Abundius Gravel, Toledo, Ohio. Filed July 27, 1917.

1,292,339. Clothes Line Holder. Martin Lopan, Winterquarters, Utah. Filed July 20, 1918.

1,292,406. Razor Strop and Hone. Albert W. Slevin, St. Louis county, Missouri; Eugene C. Slevin, executor of said Albert W. Slevin, deceased. Filed April 16, 1917.

1,292,449. Detachable and Collapsible Handle for Safety Razors. Charles Sherwood Farriss, De Land, Florida. Filed January 10, 1918.

1,292,459. Fly-Trap. Ole Hansen, Lorenzo, Idaho. Filed October 21, 1918.

1,292,476. Omelet Pan. William Kavanagh, Yonkers, New York. Filed July 13, 1917.

1,292,509. Roof Clip. William H. Patterson, New Orleans, Louisiana, assignor to American Sheet Metal Works. Filed April 4, 1916.

1,292,525. Washing Machine. Earl H. Sherbondy, Cleveland, Ohio, assignor, by mesne assignments, to The Frantz Premier Company, Cleveland, Ohio. Filed May 26, 1916.

1,292,532. Washing Machine. Blanche A. Stone, Rochester, New York. Filed December 27, 1915.

1,292,643. Churn Dash. William W. Pyle, Erick, Oklahoma. Filed May 15, 1918.

1,292,654. Rule and T-Square. Emiel P. Seghers, Chicago, Illinois, assignor to Howard B. Wilson, Champaign, Illinois. Filed August 18, 1916.

1,292,696. Keyhole Guard. Charles A. Brickley, Providence, Rhode Island. Filed September 21, 1918.

1,292,706. Window-Operating Mechanism. Stephen E. Cibulas, Bridgeport, Connecticut. Filed November 18, 1918.

1,292,780. Washing Machine. Charles E. Hoover, Lancaster, Pennsylvania, assignor to Abraham M. Dellinger, Lancaster, Pennsylvania. Filed February 25, 1918.

1,292,832. Ventilator. Stephen F. McDonald, Cleveland, Ohio. Filed December 1, 1916.

1,292,844. Safety Razor Blade Sharpener. William Thomas Miller, Fresno, California. Filed April 8, 1918.

1,292,865. Artificial Bait. Philip S. Olt, Pekin, Illinois. Filed November 1, 1915.

WEEKLY REPORT OF TRADE AND THE MARKETS

STEEL TRADE IS DIVIDED ON PLAN OF SECRETARY REDFIELD FOR STABILIZING PRICES.

There is much concern in the steel trade over the disposition to be made of Secretary Redfield's plan for cooperation in the "stabilization" of prices. The trade is frankly not a unit on the proposal.

Leaders of the industry are inclined to give the "thing a trial" if it shows any promise of results, but they nevertheless maintain an attitude of absolute neutrality, and the whole scheme may ultimately come to nothing. All phases of opinion regarding the plan are to be found in the ranks of the independents. Some of them approve and others disapprove, so that it is very difficult to prophesy upon the outcome. There has been considerable talk about a voluntary reduction of prices, which might be expected about April 1. The men who make this sort of talk are expected to give support to the Redfield plan, if no other means of forcing a reduction presents itself.

Much of this talk in this market emanates from the independents and indicates that if there is a division of interest on the point it all does not lie between the leading producers and the so-called independents. The fact that prices have been well maintained, reports to the contrary notwithstanding, shows that the dissatisfied element, if it exists, has limited its activities to talk.

The controlling factor in the situation is found in the uncertainty in the trade in regard to the attitude of its labor. The manufacturers have stated repeatedly that they would not consent to a cut in wages until there was a marked reduction in the cost of living. For this reason they feel that Secretary Redfield in attempting to initiate his scheme in the steel industry has started his chopping down process from the top, and if it is followed will at least result in hardships for the steel workers, if not in difficulties for the producers. The large employers are naturally more concerned over the effects the plan will have on their employes than the small employers. They stand to lose most if the situation develops dissension, and it is pretty certain that they will proceed with the greatest caution.

Secretary Redfield has recently denied that the plan proposed by him had anything to do with the fixing of arbitrary prices. He insists that the prices agreed upon as "reasonable" will bind nobody, but the Government, which will pay the prices agreed to on all its purchases. Mr. Redfield believes that the official acceptance of certain prices by the Government will lead to a return of confidence, and the result in the acceleration of the process of readjustment.

In the formal statement which he issued in connection with his proposal, Secretary Redfield said that it was proposed to consult with the leaders of the basis industries such as steel and lumber, with a view to arriving at some plan that would aid in the resumption of industry.

STEEL.

Improvement in the volume of orders placed in the steel trade was reported at the end of the week. The business developed was much larger than had been expected from the way the week started off, and was the cause of satisfaction in several markets.

The trade is generally in a better condition than is appreciated. Export inquiry continues to show improvement, and while no very large orders have been booked, the exporters of steel are fairly well satisfied with current results. Several large contracts are under consideration for export and several new ones are expected in the market during the week.

The uncertainty surrounding the future of the railroads continues to be an unsettling factor. There was some hope that the question of the future of the roads would be adjusted soon, but indications point to further delay and more uncertainty.

COPPER.

The downward tendency in copper, which has resulted in the drop from 26 cents to 15 cents, came suddenly to a halt during the past week, and the disappearance of offerings at the lower level steadied the market, which is now quoted at 15 to 15½ cents. This seems to be the temporary basis for copper, and although buying by larger consumers is still for nearby requirements more willingness is noted to accept the present basis as attractive. More inquiries are before the producers, among which are some for export, but the heavy tonnage of accumulated copper which is pressing for sale here as well as abroad is at present against any further improvement in the price.

The surplus stocks of copper at present in the hands of the Government will be placed on the market at prevailing market prices over a period depending on business conditions, but not to exceed fifteen months, provided the plan worked out Monday by producers representing 90 per cent of the copper production of the country and representatives of the Director of Sales of the War Department is approved by both parties represented at the meeting. The announcement to this effect was given out by E. C. Morse, Assistant Director of Sales of the War Department, with the warning that full details would eventually come from Washington when both Government sanction and approval by the producers had been obtained.

If plan is approved, the sales will be governed, entirely by the market value at the time when each lot is placed on the market. The clause which reads that the period over which the sales may take place is not to exceed fifteen months is taken to mean

that the placing of the Government-held stocks in the open market would be most gradual. The size of the surplus at present held by the War and Navy departments is estimated at approximately 140,000,000 pounds. Roughly speaking, this would mean the placing of approximately 10,000,000 pounds each month.

The announcement of a reduction of 15 per cent in wages to all employes of copper mining corporations in northern Michigan affects approximately 18,000 men. The reduction went into effect March 1. It puts the pay back where it was last April, on a 23-cent copper market. Yet copper today is selling under 15 cents with little expectation of any improvement for at least six months.

There are now over 100,000,000 pounds of copper on hand in the Michigan smelter yards alone. And the companies all have stocks ranging from 10,000 to 200,000 pounds at different domestic trade centers.

While mining companies realize the difficulties which the reduction puts up to the men they act upon the belief that a wage cut is better than suspension of operations for all concerned. There is a ray of sunshine in the fact that the great majority of men made big wages all during the war and conserved their finances.

TIN.

There has been no change in the tin situation, with the Government still holding control over the distribution of stocks held by the United States Steel Products Company at the basis of 72½ cents New York. Demand at this high price, which compares with 48 cents at which price tin can be bought in London, is within the routine limits, and the holdings of the Government are only slowly decreasing under those circumstances. Domestic smelters of Bolivian tin ore are selling jobbing lots at 68½ cents. The London market was fairly active during the past week and quoted £15 per ton higher at £230 for Straits spot.

LEAD.

The eagerness displayed by buyers of a few days ago has cooled down to some extent, and the market is quiet at prices a shade above the nominal official figures of the American Smelting and Refining Company, 5.00 cents East St. Louis. Many of the large producers are still unable to quote, having shut down when the market reached its recent low level, and have not yet resumed operations.

SOLDER.

Prices of solder in the Chicago market are as follows: Warranted 50-50, per pound, 39.5 cents; Commercial, per pound, 45-55, 36.2 cents; Plumbers', per pound, 32.9 cents.

SPELTER.

The spelter market is completely stagnant. The absence of business has caused the market to become practically a nominal one. Consumers do not show the slightest interest and are inquiring for or buying nothing at present. There are rumors of offers to sell at 6.20 cents to 6.17½ cents for prime Western, East St. Louis basis, March and April, but we are unable to confirm and find the market 6.25 cents asked.

Secretary Tuthill of the American Zinc Institute is reported to have gone to Washington to confer with officials there in regard to the disposition of the Government's surplus stocks of spelter, and will submit proposition for liquidation of said stocks from a committee of producers.

SHEETS.

The chief activity in sheets is due to continued buying on the part of the automobile industry. Sheet mills in the Chicago district continue to run full with new business for nearby delivery about equalling production. However, this is not an economical operation as the limited tonnages cause interruption of regular operation and frequent changes. It is impossible to accumulate business on books, as the volume is not sufficient to back up.

TIN PLATE.

Reports from Pittsburgh indicate that operations of the tin mills of the American Sheet and Tin Plate Company still are only slightly less than 100 per cent, but the independents are barely holding to 50 per cent operations. New business with both the independents and the leading interest is moderate in the extreme, but the latter is better off in the matter of unfilled tonnage. This may be explained by the fact that the independent companies, following the signing of the armistice, got busy on standing orders and to a large extent had them out of the way early this year.

OLD METALS.

Wholesale quotations in the Chicago district which may be considered nominal, are as follows: Old steel axles, $28.00 to $30.00; old iron axles, $28.00 to $30.00 steel springs, $17.00 to $17.50; No. 1 wrought iron, $15.00 to $15.50; No. 1 cast, $20.00 to $21.00, all net tons. Prices for non-ferrous metals are as follows, per pound: Light copper, 10 cents; light brass, 60 cents; lead, 3½ cents; zinc, 3¾ cents; cast aluminum, 17 cents.

PIG IRON.

Conflicting reports are heard in the pig iron markets and various districts view the situation from a different point of view. While general conditions are quiet, the Cleveland district shows up a little better. New inquiry has been heavier than usual, the total being 7,000 to 8,000 tons. Small sales have been a little more numerous and buyers seem to be following shipments with greater interest. While holdings of shipments and piling of iron by furnaces continue, the signs are that in most directions fair consumption is going on. Certain Northern Ohio interests which cut down their receipts of basic severely are receiving a considerably increased tonnage at present.

The foundry pig iron market is not closely quotable, but enough is known to show that $30, valley, is the very highest level at which the market could possibly be quoted, this being $1 under the figure hitherto regarded as "the market" and $4 under the Government limit. It is, however, only $3 under the Government limit that obtained up to October 1, 1918, there having been an advance of $1 a ton at that time.

Current Hardware and Metal Prices.

AMERICAN ARTISAN AND HARDWARE RECORD is the only publication containing Western Hardware and Metal prices corrected weekly.

METALS.

PIG IRON.

Basic	$34 40
Northern Fdy., No. 2	34 00
Souther Fdy No. 2	40 25
Lake Sup. Charcoal	38 70–39 00
Malleable	34 50

FIRST QUALITY BRIGHT TIN PLATES.

			Per box
IC	14x20	112 sheets	$14 10
IX	14x20		15 75
IXX	14x20		17 55
IXXX	14x20		18 80
IXXXX	14x20		20 10
IC	20x28		28 20
IX	20x28		31 50
IXX	20x28		35 10
IXXX	20x28		37 60
IXXXX	20x28		40 20

COKE PLATES.

Cokes, 180 lbs	20x28	$17 70
Cokes. 200 lbs	20x28	18 00
Cokes, 214 lbs IC	20x28	18 60
Cokes, 270 lbs IX	20x28	21 00

BLUE ANNEALED SHEETS.

No. 10 per 100 lbs.	$5 17
No. 12 per 100 lbs.	5 22
No. 14 per 100 lbs.	5 27
No. 16 per 100 lbs.	5 37

ONE PASS COLD ROLLED BLACK.

No. 18-20 per 100 lbs.	$6 02
No. 22-24 per 100 lbs.	6 07
No. 26 per 100 lbs.	6 12
No. 27 per 100 lbs.	6 17
No. 28 per 100 lbs.	6 22

GALVANIZED.

No. 16 per 100 lbs.	$6 82
No. 18-20 per 100 lbs.	6 97
No. 22-24 per 100 lbs.	7 1[illegible]
No. 26 per 100 lbs.	7 27
No. 27 per 100 lbs.	7 42
No. 28 per 100 lbs.	7 57
No. 30 per 100 lbs.	8 07

POLISHED SHEET STEEL.

No. 24 per 100 lbs.	$7 82
No. 26 per 100 lbs.	7 87
No. 27 per 100 lbs.	7 92
No. 28 per 100 lbs.	8 02

SMOOTH SHEET STEEL.

	Per 100 lbs.
Wood's Smooth No. 20	$7 27
" " No. 22-24	7 32
" " No. 25-26	7 37
" " No. 27	7 42
" " No. 28	7 52

PATENT PLANISHED SHEET IRON.

Patent Planished Sheet Iron, 100 lbs., base No. 28 ..... $11 55

BAR SOLDER.

Warranted, 50-50 per lb.	39.50
Commercial, 45-55 "	36.20
Plumbers' "	32.90

SPELTER.

In slabs ..... 7[illegible]

SHEET ZINC.

Cask lots	13c
Less than cask lots	13½c to 13¾c

COPPER.

Copper sheet, base ..... [illegible]

LEAD.

American Pig	$5 7[illegible]
Bar	6 5[illegible]

Sheet.

Full coils per 100 lbs.	$9 00
Cut coils per 100 lbs.	9 25

TIN.

Pig tin	76½
Bar tin	Nominal

HARDWARE.

ADZES.

Carpenters'.
Plumbs ..... Net

Coopers'.
Barton's ..... Net
White's ..... Net

Railroad.
Plumbs ..... Net

AMMUNITION.

Caps, Percussion—per 1,000.

F. L., Waterproof, 1-10s	20&2½%
G. D	20&2½%
Musket	20&2½%

Shells, Loaded.

Loaded with Black Powder	20&2½%
Loaded with Smokeless Powder, medium grades	20&2½%
Loaded with Smokeless Powder, high grade	20&2½%

Winchester.

Smokeless Repeater Grade	20&2½%
Smokeless Leader Grade	20&2½%
Black Powder	20&2½%

U. M. C.

Nitro Club	20&2½%
Arrow	20&2½%
New Club	20&2½%

Gun Wads—per 1000.

Winchester 7-8 gauge	$2 25
" 9-10 gauge	1 94
" 11-28 gauge	1 63

Powder.

	Each
DuPont's Sporting, kegs	$11 25
" " ½ kegs	5 90
" " ¼ kegs	3 10
DuPont's Canisters, 1-lb	56
" " ½-lb	32
" " ¼ lb	22
" Smokeless, drums	43 50
" " kegs	22 00
" " ½ kegs	11 25
" " ¼-kegs	5 75
" " canisters	1 00
L. & R. Orange, Extra Sporting kegs	11 25
L. & R. Orange, Extra Sporting ½-kegs	5 90
L. & R. Orange, Extra Sporting ¼-kegs	3 10
L. & R. Orange, Extra Sporting 1 lb. canisters	56
L. & R. Orange, Extra Sporting ½ lb. canisters	32
L. & R. Orange, Extra Sporting ¼-lb. canisters	22
Hercules "E.C." and "Infallible" 50 can drums	43 50
Hercules "E. C.," kegs	22 50
Hercules "E. C.," ½-kegs	11 25
Hercules "Infallible," 25 can drums	22 00
Hercules "Infallible," 10 can drums	9 00
Hercules "E. C.," ¼-kegs	5 75
Hercules "E.C." and "Infallible" canisters	1 00
Hercules W. A. .30 Cal. Rifle, canisters	1 25
Hercules Lightning Rifle, canisters	1 25
Hercules Sharpshooter Rifle, canisters	1 25
Hercules Unique Rifle, canisters	1 50
Hercules Bullseye Revolver, canisters	1 00

ANVILS.

Trenton, 70 to 80 lbs	9¾c per lb.
Trenton, 81 to 150 lbs	9¼c per lb.

ASBESTOS.

Board and Paper, up to 1/16"	17c per lb.
Thicker	18c per lb.

AUGERS

Boring Machine	60%
Irwin's	25%
Carpenter's Nut	50%

Hollow.

Bonney's	per doz.	30 00
Stearns, No. 3	"	60 00

Post Hole.

Iwan's Post Hole and Well	25%
Vaughan's, 4 to 9-in.	per doz. $13 00

Ship.
Ford's, with or without screw, Net list

AWLS.

Brad.

No. 3 Handled	per doz.	$0 65
No. 1050 Handled	"	1 40
Shouldered, assorted 1 to 4,	per gro.	4 00
Patent asst'd, 1 to 4	"	85

Harness.

Common	"	1 05
Patent	"	1 00

Peg.

Shouldered	"	1 60
Patented	"	75

Scratch.

No. IS, socket hand'ld.	per doz.	2 50
No. 344 Goodell-Pratt, List, less		35-40%
No. 7 Stanley	"	2 25

AXES.

Boys' Handled.

Niagara	"	12 50

Broad.

Plumbs, West, Pat.	List
" Can. Pat.	$69 00
" Firemen's (handled),	per doz. 21 00

Single Bitted (without handles).

	Prices
Warren Silver Steel	on application
Warren Blue Finished	"
Matchless Red Pole	$11 50

Double Bitted (without handles).

Warren's Natl. Blue, 3½ to 4½ lb. ..... Prices on application

The above prices on axes of 3 to 4 lbs. are the base prices.

BAGS, PAPER NAIL.

Pounds	10	16	20	25
Per 1,000	$5 00	6 50	7 50	9 00

BALANCES, SPRING.

Pelouze 20%

BARS, CROW.

Pinch or Wedge Point, per cwt. $8 50

BASKETS.

Clothes.

Small Willow	per doz.	15 00
Medium Willow	"	17 00
Large Willow	"	20 00

Galvanized Steel.	½ bu.	1 bu.	1½ bu.
Per doz.	$11 50	$17 00	$22 00

BEATERS.

Carpet.

	Per doz.
No. 7 Tinned Spring Wire	$1 10
No. 8 Spring Wire coppered	1 50
No. 9 Preston	1 75

Egg.

	Per doz.
No. 50 Imp. Dover	$1 10
No. 102 " " tinned	1 35
No. 150 " " hotel	2 10
No. 10 Heavy hotel tinned	2 10
No. 13 " " "	3 30
No. 15 " " "	3 60
No. 18 " " "	4 50

Hand.

	8	9	10	12
Per doz.	$11 50	13 00	14 75	18 00

Moulders'.
12-inch ..... Per doz. 20 00

BELLS.

Call.
3-inch Nickeled Rotary Bell, Bronzed base ..... per doz. $5 50

Cow.
Kentucky 30%

Door.

	Per doz.
New Departure Automatic	$7 50
Rotary.	
3-in. Old Copper Bell	6 00
3-in. Old Copper Bell, fancy	8 00
3-in. Nickeled Steel Bell	6 00
3½-in. Nickeled Steel Bell	6 50

Hand.

Hand Bells, polished	15%
White Metal	15%
Nickel Plated	10%
Swiss	15%
Silver Chime	10%

Miscellaneous.

Church and School, steel alloys				30%
Farm, lbs	40	50	75	100
Each	$3 00	3 75	5 50	7 25

BEVELS, TEE.

Stanley's rosewood handle, new list	Nets
Stanley's iron handle	Nets

BINDING CLOTH.

Zinced	55%
Brass	40%
Brass, plated	60%

BITS.

Auger.

Jennings Pattern	20%
Ford Car	List plus 5%
Ford's Ship " " "	
Irwin	35%
Russell Jennings	15%
Clark's Expansive	33⅓%
Steer's " Small list, $22 00	5%
" " Large " $26 00	5%
Irwin Car	35%
Ford's Ship Auger pattern Car	List plus 5%

Center 10%

Countersink.

No. 18 Wheeler's	per doz.	$2 25
No. 20 "	"	3 00
American Snailhead	"	1 75
" Rose "	"	2 00
" Flat	"	1 40
Mahew's Flat	"	1 60
" Snail	"	1 90

Dowel.
Russell Jennings 15%

Gimlet.
Standard Double Cut. Doz. $1 10—$1 60
Countersink ..... Doz. 1 80

Reamer.

Standard Square	Doz.	2 50
American Octagon	"	2 50

Screw Driver.

No. 1 Common	"	1 40
No. 26 Stanley		1 75

BLACKING, STOVE. (See Polish)

BLADES, SAW.

Butchers'.
Standard, ⅞ & 1¼-in.....Nets
Clock Spring..... "
Star..... "

Hack.
Atkins.....5%
Star.....Nets

Wood.
Disston

Nos.....	6	66	26
	$8 00	$8 50	$8 00

Atkins

Nos.....	2	14	18
	$3 85	$6 50	$4 75

BLOCKS.

Snatch.
Wooden.....Plus 10%

Tackle.
Iron Strapped.....Plus 10%

BOARDS.

Stove.
Wabash Crystal.....Net Prices
Wabash Oriental..... "
Wabash Mosaic..... "
Wabash Delft Enameled.. "
Wabash Art Inlay.....

Wash.
No. 760, Banner Globe, (single) .....per doz. $5 25
No. 652, Banner Globe, (single) .....per doz. 6 75
No. 801, Brass King.. " 8 25
No. 860, Single—Plain Pump 6 25

BOBS, PLUMB.

Carpenters'.
No. 2, iron.....per doz. $1 15
No. 00, " ..... " 1 90
No. 0, " ..... " 3 85
No. 3, lead..... " 4 35
No. 4, " ..... " 6 00
No. N30, nickel plat'd " 2 40
No. 5, brass..... " 5 25

BOLTS.

Carriage, Machine, etc
Carriage, ⅜x6 and sizes smaller. and shorter.....40%

Carriage, sizes larger and longer than ⅜x6..... 20&5%
Machine, ⅜x4 and sizes smaller and shorter.....40&10%
Machine, sizes larger and longer than ⅜x4.....25&5%
Stove.....60&10%
Tire.....40%

Mortise, Door.
Gem, iron..... 5%
Gem, bronze plated..... 5%

Barrel.
Cast.....Nets
Wrought..... "
Wrought, bronzed..... "

Flush.
Wrought.....

Spring.
Wrought..... "
Wrought, heavy..... "

Square.
Wrought.....

BORERS.

Angular.
Miller's Falls.....per doz. $23 00
Sill borers, No. 51... " 34 00
" " " 52... " 39 50

Bung. Doz.
Enterprise Mfg. Co.'s No. 1....10%
" " " No. 2....10%

BOXES.

Mail, No..... 2 4 10
Per doz.....$18 00 23 00 29 00

Mitre.
Goodell-Pratt 35-40%
Stanley's.....Net Prices

BRACES.

Fray's Genuine Spofford's..20&10%
" No. 08.....$7 50
" No. 010..... 8 00

BRACKETS.

Hay Rack.
Wenzelmann's No. 1, per doz. sets.....$18 00
Wenzelmann's No. 2, per doz. sets..... 19 20

Shelf.
Wrought Steel.....40%

Well.
Oak, Wrought Iron Riveted Top Ears.....per doz. $8 00

BURRS, RIVETING.

Copper Burrs only.....25% above list
Tinners' Iron Burrs only.....30%

BUTTS.

Cast Iron.....7½%
Wrought Brass (New List).....Plus 5%
Wrought Steel, Bright..... 40%
Wrought Steel, Japanned....Net prices

CALIPERS.

Double.....Nets
Inside and Outside..... "
Wing..... "

CALKS.

Logger's Boot.
(Lufkin R. Co.'s), per M.....$7 00

Toe.
Blunt and medium, 1 prong, per 100 lbs.....$6 00
Sharp, 1 prong, per 100 lbs.... 6 50

CANS.

Milk.
Elgin.

Gals.....	5	8	10
Each.....	$4 00	$5 15	$5 15

Iowa Pattern.

Gals.....	5	8	10
Each.....	$4 00	$5 15	$5 15

CAN OPENERS.

See Openers.

CAPS, GUN.

See Ammunition.

CARPET STRETCHERS.

See Stretchers.

CARRIERS.

Hay.
Diamond, Regular....each, Nets
Diamond, Sling..... " "

CARTRIDGES.

See Ammunition.

CASTERS.

Standard—Ball Bearing.....50&10%

Bed.....55%

Common Plate.
Brass Wheel.....15%
Iron and porcelain wheels, new list.....50%
Philadelphia Plate, new list....50%
Martin's.....40%

CATCHERS, GRASS.

No. 160S, per doz $12 25
No. 165S, " 14 01

CEMENT, FURNACE.

American Seal, 5 lb. cans, net $0 45
" " 10 lb. cans, " 90
" " 25 lb. cans, " 1 87
Pecora, 5 lb. cans..... " 45
" 10 lb. cans ..... " 90
" 25 lb. cans..... " 1 87

CHAIN AND CHAINS.

Breast Chains.
Doubleslack.....doz. pairs, $8 50
With Covert Snaps " 5 80
With Slide..... " 5 00
Without Slide.... " 4 60

Cable Coil Chains

Inch.....	⅜	1	1¼
Per 100 lbs.....	7 75	7 50	7 50

Picture Chains.
Light Brass, 3 ft.....per doz. $1 25
Heavy Brass, 3 ft.... " 1 75

Safety Chain.
Brass..... 5%

Sash Chain. (*Morton's*)
Steel, per 100 ft.
0..... $2 50
2..... 3 10
1..... 3 60

Champion Metal.
0R..... 5 40
2R..... 5 60
1R..... 7 75

Champion Metal.–Extra Heavy.
1H..... 9 50

Cable Sash Chains.
Steel.....List Net Plus 15%

CHALK, CARPENTERS'

Blue.....per gro., $1 50
Red..... " 1 50
White..... " 1 45
Common White School Crayon..... " 25c

CHARCOAL.

In bags.....per bag $1.70

CHECKS, DOOR.

Blount.....Net list
Corbin..... "

CHIMNEY TOPS.

Iwan's Volcano.....40%

CHISELS.

Box.

Inches.....	12	14
Round, per doz.....	$5 25	5 75
Flat, per doz.....	7 25	8 25

Cold.
Good quality, ⅜ in. and larger.....per lb. 28c
Smaller size, per doz.....Nets

Socket, Firmer.
Ohio.....Price on Application

Socket, Framing.
Ohio..... Price on Application

Tanged, Firmer.—Barton's.
With handles.....Net list

Choppers, See *Cutters, Meat.*

CHUCKS, DRILL.

Goodell's, for Goodell's Screw Drivers..... List less 35-40%
Yankee, for Yankee Screw Drivers..... 6 00

CHURNS.

Anti-Bent Wood.

Gal.....	5	7	10
Each.....	$3 90	4 60	4 85

Belle, Barrel.....65&7½%

Common Dash.

Gal.....	5	7
Per doz.....	17 00	19 00

CLAMPS.

Adjustable.
Martin's.....30%

Carpenters'.
Steel Bar.....10%

Hose.
Sherman's, brass, ½-in., per doz..48c
Double, brass, ½-in., " 1 20

Saw Filers.
Wentworth's, No. 1, $12.50; No. 2, $18.25. No. 3, $16.25.

CLAWS, TACK.

Wood hdl. No. 10.....per doz. $0 95
Forged steel, wood hdle. " $1 75
Solid steel..... " 2 40
Giant..... " 50

CLEANERS.

Drain.
Iwan's Adjustable.....40%
Iwan's Stationary 30%

Pot.
Wire.....per doz. $0 75

Side-Walk.
Steel.....per doz., Net prices

CLEAVERS.

Family.

Beatty's, inch	7	8	9	10
Per doz..	$27 00	29 00	33 00	36 00

CLEVISES.

Malleable .....10c lb.

CLIPPERS.

Bolt..... $2 25&6 00

CLIPS.

Axle.....65&5%

Damper.
Standard.....per doz. 70c
Troy ..... " 38c

Hame ..... " 50c

CLOTH.

Emery.
Star .....New Prices
B. & A..... " "

Hardware Wire— Prices on application
Full rolls (100 ft.)
12 Mesh, galvanized.... "
14 " " .... "
16 " " .... "
18 " " .... "

Screen Wire. Prices on application.
12 mesh, painted, per 100 sq. ft... ....

COLLARS, STOVE PIPE.

Lacquered.

Inches	5	6	7
Fancy pattern, per doz.....	80c	85c	$1 15

COMPASSES.

Carpenters'.....15%

COPPER—See Metals.

COPPERS—Soldering.

3 lb. and heavier.....per lb. 55c
2½ lb..... " 56c
2 lb..... " 57c
1½ lb..... " 58c
1 lb..... " 61c

CORD.

Picture.
White Wire.....70&10%

Sash.
Sampson Spot, No. 7, per doz. $21.25
Revenoc No. 7.....per doz. $14.40

CORKSCREWS.

Walker's.....30%
Williamson's Regular.....35&11%
Williamson's Forged Worm.....40%

COTTERS, SPRING.

All sizes (new list) 80%

COUPLINGS, HOSE.

Brass.....per doz. $2 25

COVERS, WAGON—See Tents.

CRADLES, GRAIN.

Morgan's Grapevine .per doz. $45 00

CRAYONS—See Chalk.

CROWBARS.

Pinch or Wedge Point.....per lb. 8c

CUTTERS

Glass.
Woodward.....40%

Meat.
Enterprise—Nos. 5 10 12
Each $2 50 $4 25 $3 75
Nos. 22 32
" 6 50 8 50

Pipe.
Saunders', No. 1 2 3
Each.....$1 85 2 75 6 75

Slaw and Kraut. Per doz.
4-knife Kraut.....$20 00-55 00
3-knife Kraut, 8x27 in.. 13 00-18 00
1-knife Slaw..... 2 50
2-knife Slaw..... 3 00
Washer..... 11 00

DAMPERS, STOVE PIPE.

Ideal
3".....$1 00
4"..... 1 05
5"..... 1 15
6"..... 1 25
7"..... 2 20
8"..... 3 75
10"..... 6 00

DIES AND STOCKS.

Discount.....New List

DIGGERS.

Post Hole.
Eureka.....per doz. $14 50
Iwan's Split Handle (Eureka)
4-ft. Handle.....per doz.. 14 00
7-ft. " ..... " 20 00
Iwan's Perfection (Atlas) " 16 00
Iwan's Hercules pattern " 16 15
See also Augers—Post Hole.
Dividers, Wing..... .25%

DOOR CHECKS—See Checks.

DOORS, SCREEN.

¾-in. 4-panel, painted.....Net Prices
1¼-in. 4-panel, painted..... "
1¼-in. 3-panel, natural pine, fancy..... "

DOOR HANGERS—See Hangers.

DRILLS.

Blacksmiths' Twist. (New List)....40%

Breast.
Millers Falls No. 12....Each, $46 00
" " " 112.... " 26 00

Hand.
Goodell's Automatic.
Nos. 01 03
Per doz. 12 00 14 40
Goodell's Single Gear, per doz. 15 75
Goodell-Pratt No. 4½ per doz. list, less.....35-40%
Goodell-Pratt No. 379 per doz. list, less.....35-40%

Reciprocating.
Goodell's.....per doz. 26 00

DRIVERS, SCREW.

Standard..... Nets
Lock Ferrule..... "
Champion..... "
Champion Pattern..... "
Clark's Interchangeable..... "
Edison..... "
Reed's Lightning..... "
Goodell's Spiral..... "
Yankee Ratchet..... "
" Spiral..... "

EAVES, TROUGH.

60% off Standard List.

ELBOWS—Stove Pipe.

1-piece Corrugated, Uniform.
Doz.
5-inch.....$1 40
6-inch..... 1 50
7-inch..... 1 90

Uniform, Color Adjustable
Doz.
5-inch.....$1 35
6-inch..... 1 45
7-inch..... 1 80

ELBOWS—Conductor Pipe.

Galvanized Steel, Tin and Terne, Round Corrugated.

Size.	Doz.
2-inch	$ 3 60
3-inch	4 32
4-inch	7 20
5-inch	15 00
6-inch	18 00

Subject to 60% discount.

EMERY, TURKISH.

Size	5-lb pkgs.	½ kegs.	kegs.
Flour	15c	8c	7½c

EYES.

Bright Wire Screw—See Ooods, B. W.
Drifting Pick.....60, 10&5%

Hooks and Eyes—
Brass, 1½" No. 60..per gross, $3 50
Iron " " 50.. " 1 60

FASTENERS, STORM SASH.

Shroeder's.....per doz. $1 50
Sensible..... " 3 00

FILES AND RASPS.

Delta
Delta.....30%
Swiss.....List plus 25%
Utility..... " net.

Nicholson's—
American.....50&2½%
Arcade.....50&2½%
Black Diamond..... 40%
Eagle.....50&2½%
Great Western.....50&2½%
Kearney & Foot.....50&2½%
McClellan.....50&2½%
Nicholson..... 40%
J. Barton Smith.....50&2½%
X-F Swiss Pattern....List plus 10%

Simonds'.....50%
Disston's.....50&2½%
Heller's.....60&10%

FORKS.

Barley.
Steel, new list.....New Prices

Hay.
2-tine .....New prices
3- " .....New prices
4- " .....New prices
Digging.....New prices
Scoop.....New prices

Header.
3-tine .....New prices
4- " .....New prices

Manure
4-tine.....New prices

FREEZERS—ICE CREAM.

White Mountain	1-quart	....	@	Prices on application
" "	2 "	....	@	
" "	4 "	....	@	
" "	6 "	....	@	
Arctic	1 "	....	@	
"	2 "	....	@	
"	4 "	....	@	
"	6 "	....	@	

GAUGES.

Cream Pail.
Fairmount.....per doz. $3 75

Marking, Mortise, etc.....
.....Nets

Wire.
Disston's.....25%

GIMLETS.

Discount.....35@40%

GLUE.

Bulk.
B Amber.....per lb. 35c
A White..... " 40c
H. S. Amber..... " 32c

Liquid.
Army & Navy.....40%
Le Page's—
List "A".....37½%
List "B".....33⅓%
List "C".....25 %

GREASE, AXLE.

Wood Boxes.
Frazer's.....per gro. $13 00
Hub Lightning..... 7 50

Pood Pails.
Frazer's, 15lb.$1.00; 25 lb. $1.50 each
Hub Lightning, 15 lb. 90c; 25 lb. $1.21 each.

Tin Cans.
Frazer's
1½lb. per doz.....$1 75
3 lb. per doz..... 3 25

GRINDSTONES.

Family.
Inches.. 7 8 10 12
Per doz..20 50 21 75 26 25 30 50

Loose.
Per ton..... Price on application

Mounted.
Ball Bearing..... 1 2 3
Each.....$4 75 5 00 5 25

GUN WADS.

(See Ammunition).

GUNS.

Iver Johnson Champion Single Barrel Shot Guns.....Net Prices
Double Barrel, Hammerless. "

HAFTS, AWL.

Brad.
Common.....per doz. $0 35

Peg.
Patent, plain top..... " 80
Patent, leather top... " 90

Sewing.
Common..... " 24
Patent..... " 55

HAMMERS, HANDLED.

per doz., net
Blacksmiths, Hand, No. 0, 26 oz.$11 11
Engineers', No. 1, 26 oz..... 11 11
Farriers', No. 6, 7 oz..... 7 23
Machinists', No. 1, 7 oz..... 6 65

Nail.
Vanadium, No. 41½, 16 oz., per doz.....$12 00
V. & B., No. 11½, 16 oz. per doz. 10 00
Garden City, No. 101½, 16 oz., per doz..... 9 00
Tinner's Riveting, No. 1, 8 oz., per doz..... 8 00
Shoe, Steel, No. 1, 13 oz. per doz. 6 88

Tack.
Magnetic.
Per doz..... $5 63

HAMMERS, HEAVY.

Heavy Hammers and Sledges.
Under 5 lbs.....50%
5 lbs. and over.....50&10%

Masons'.
Single and Double Face.....50%

HANDLES.

Auger.
Common Assorted....per doz. $0 75
Pratt's Adjustable, Nos. 1 & 2, per doz..... 6 00
Ives' Adjustable.....per set, 1 35

Axe.....30%

Chisel.
Hickory, Tanged, Firmer, Assorted, 55c; Large, 85c per doz.
Hickory, Socket Firmer, Assorted, 70c; Large size, 80c per doz.

Coal Pick.....40%
Drifting Pick.....40%
File, assorted, 30c; Large, 35c per doz.

Hammer.
Adze Eye.....per doz. 40 to $1 00
Blacksmiths'... " 45c@1 00
Machinists'.... " 50c@1 00

Hay and Manure Fork.....25%

Screw Driver.
Assorted..... " 60
Large..... " 90

Shovel and Spade.....25%

HANGERS.

Barn Door.
U. S. Rolled Bearing.....12½%
Matchless.....12½%
Warehouse Tandem No. 44...33⅓%

Conductor P.
Iwan's Perfection.....50%

Eave Trough.
Imperial.....Net list
Wire.....List plus 5%

Garage Door.
Right Angle.....50&10%
Sliding Folding.....50%
Receding.....50%

Parlor Door.
Acme.....per set, $3 75
Ives' Improved..... " 3 40
Lane's Standard..... " 3 50
Lane's New Model... " 3 10
Le Roy Noiseless.....40&10%
Richards.....25%
Advance.....40&10%

HASPS.

Hinge, Wrought..... Add 50% to list.
With Staples—See Staples.

HATCHETS.

Crescent.....50%
Cast Claw.....per doz. $1 50@1 85
Cast Shingling... " 1 50@1 85
Germantown.....7½%

HAY KNIVES.

See Knives.

HAY RACK BRACKETS

Wenzleman's No.1 per doz. sets, $18 00
Wenzleman's No. 2 " " 19 20

HINGES.

Blind.
Clark's Gravity
No. 1.....per doz. sets, $2 25
No. 3..... " " " 5 75

Gate.

	1	2	3
Clark's			
Hgs & Ltch, doz.	$5 50	7 00	9 75
Hinges only "	4 75	5 50	8 00
Latches only.	1 90	1 90	....

Screen Door.
Cast Iron.....gross $10 00
Steel..... " 7 00

Spring.
Chicago.....Add 12½% to list.
Columbia Dbl. Acting...40&10&5%
Gem.....25%
Ideal Detachable...per gro. $11 00
Matchless.....40%
New Idea.....per gro. $7 20
Oxford.....20%

Wrought Iron.
New Lists.....
Light Strap Hinges.....15%
Heavy Strap Hinges.....25&5%
Light T Hinges.....15&5%
Heavy T Hinges.....20&5%
Extra Heavy T Hinges.....25%

Screw Hook and Strap.
6 to 12 in.....per 100 lbs. $7 75
14 to 20 in..... " " 7 50
22 to 36 in..... " " 7 25

Screw Hook and Eye.
½ in.....per doz. pair $2 60
⅝ in..... " " 3 50
¾ in..... " " 5 00

HOES.

Garden .....Net

Grub.
Extra.....New prices
Hazel.....per doz. New prices
Ladies' and Boys'.....New prices
Mortar.....New prices
Planter's Eye.....New prices
Weed.....New prices

HOLLOW WARE—See Ware.

HOOKS.

Awning. No. 60.....per gro. 50%

Belt.
Brown's.....70&5%
Jones'.....65&5%

Bench.
See Stops, Bench.

Box.
Inch..... 5 7 10 12
Per doz...$2 50 2 75 3 25 3 85

Bush.
Common Axe Handle, per doz.$22 00

Chain.
Inch.. 1/4&5/16 3/8 7/16 1/2
Pr 100 $7 60-8 10 9 75 11 50 12 60

Clothes Line.
Japanned.....per doz.48c @1 40
Galvanized..... " 75c@2 50

Coat and Hat.
Common Wire....per gro. 1 25-1 65

Conductor.
Iwan's Tinned Sickle.....10%

Corn.
Common, riveted, painted
red.....per doz. Nets
Little Giant..... " "

Gate.
See Goods, Bright Wire.

Grass.
Common Nos. 1 3 5 7
Per doz...$4 50 3 50 3 75 3 25

Hammock.
With plate.....per doz. 1 10
With screw..... " 1 00

Lambrequin, or Drapery. per gro...30c
Picture.....50%@50&10%
Potato and Manure.....Nets
Screw.
Brass.....70%
(See Goods, Bright Wire.)
Seat Spring.....pe. lb. 5½c

HOSE, GARDEN.

Coupled, per ft.
Velvet, 3 ply-¾" guar. press.. 14c
Eclipse " " " 17½c
Diamond " " " 21c

COTTON COV. RUBBER HOSE.

High Grade Apache 1" guar. press.
400 lbs.....40c

HUSKERS.

Boss.
Nos..... B E
Per doz.....New Nets
No. 59.....per doz. New Nets

IRON, PIG.

See Metals.—First column.

IRONS.

Curling.
C.....per doz. $4 40
B..... " 50
A..... " 58
Princess..... " 1 25
Thelma..... " 1 25
Pinking..... " 1 00

Plane.
Wood Bench.....Add 10% to list

Sad.
Charcoal.....per doz. $11 00
Common, polished, per 100 lbs. 7 75
No. 70 Asbestos.....$1 50 net
No. 100 " ..... 1 75 net
Common, nickel plated..... 8 25
Mrs. Pott's,
No. 50 J, Enterprise, per set, Nets
No. 55 J, " " "
No. 50 T, " " "
No. 55 T, " " "
Tailors' Sad.....per lb "
Tailors' Goose..... " "

Ideal.
6 lb. Household.....$3 50
9 lb. Dressmakers'..... 4 25
14 lb. Tailors' Goose..... 5 50

Tuyere.
Single Duck Nest....per doz. $5 25
Double Duck Nest... " 6 25
Sutton.....each 2 60

JACKS.

Locomotive.....30&10%

Wagon.
Richard's No. 1.....per doz. $15 50
Miller..... 20 00
Oliver,
Nos..... 0 00
Each.....$0 60 $0 80
Standard.
Nos..... 2
Each.....$0 60 1 00
R-W
Big Lift.....40%
Tiger.....40%

KETTLES.

Brass.....15%
Cauldron.....40&5%
Copper.....per lb. 27
Maslin.....40&10%
Sugar.....50%

KNIVES.

Beet Topping.
Clyde, 9-in. Scimiter Blade, dz. $3 85
California..... 3 40
Butcher. Per doz.
Handles, 6" blade.....$3 25
" 7" " 3 75
Beechwood handles, 9" blade.. 4 50
" " 10" " 5 25
Cooper's Hoop.....15%

Corn.
Clipper.....per doz. $1 75
Disston's..... " 2 75
Earle's..... " 3 00
Woodford..... " 2 25

Drawing.
Standard.....(New List)...15%
Adjustable.....15%
Barton's Carpenters'.....15%

Hay.
Iwan's Solid Socket.....doz.$13 00
Heath's..... " 13 00
Iwan's, Sickle Edge..... " 15 50
Iwan's, Impv'd Serrated. " 15 75

Hedge.
Challenge.....per doz. $6 00
Disston's..... " 3 75

Mincing.
Common, Single..... " 60
Common, Double..... " 90
Streeter, 4-blade..... " 1 30
Streeter, 6-blade..... " 2 00

Putty.
Common.....per doz. $0 75@1 50
Lander's..... " 1 75@2 50

Scraping.
Beech Handle..... 90@1 10
Lander's..... 5 50@6 50

KNOBS.

Doors.
Mineral.....per doz. $2 10
Porcelain..... " 2 20
Jet..... " 2 20

LADDERS.

Common Long.
Per ft.....17c@23c
Extension.
Per ft..... 22 to 28
Step.
Common, per ft.....23c
Common, with Shelf, add 10c.
IXL.....34c
Challenge, 6 to 9 ft.....55c
10 to 16 ft.....60c

LANTERNS.

Bull's Eye Police.
3-in. Flash Light...per doz. $13 00

LEADERS, CATTLE.

Nos..... 51 52
Per doz.....$1 35 1 45

LEATHER, LACE.

Cut.....50%
Sides.
Ex. Quality.....per sq. ft. $0 45

LEATHERS, PUMP.

Valve and Plunger.....10%

LIFTERS.

Stove Cover.
Coppered.....per gro. $3 25@5 50
Alaska..... " 8 00
Alaska..... " 10 00
Transom.
Payson's.....55%

LINES.

Chalk.
Twisted in 20-ft. hanks.
Nos. 4 6 7 8 9
Gro.....Prices on Application
Twisted in 50-ft. balls.
Nos..... 1 2 3 4
Per doz.....Prices on Application
Braided in 20-ft. hanks.
Nos..... 0 1 2 3
Per doz.....Prices on Application
Mason's..... " " "
Clothes.
60 ft. Jute.....per doz. $0 95
60-ft. Sisal..... " 40
50-ft. Cotton..... " 15
50-ft. Braided Cotton " 25

LINING, STOVE.

Bricks.....per crate, 42c

MACHINES.

Boring.	Without Augers	With Augers
Angular...per doz.	$3 00	4 40
Upright... "	2 60	4 00

Leather Riveting.
Chicago, Pomeroy....per doz. $9 00
Excelsior..... " 2 00
Handy..... " 2 00
Little Giant..... " 3 00
Pony, Pomeroy..... " 7 20

MAIL BOXES.

See Boxes.

MALLETS.

Carpenters'.
Fibre Head, No. 2, per doz. $16 50
" No. 3 " 19 50
" No. 4 " 28 50
Round Hickory..... " $3 00- 5 00
" Lignumvitæ.. " 6 25-10 50
Square Hickory..... " 3 50-5 50
" Lignumvitæ.. " 8 00-12 00
Tinners'.
Hickory..... " 2 25

MATS.

Door.
National Rigid.....50&10&5%
Acme Steel Flexible.....50%
Stove.
No. 2.....per gro. Nets
No. 1..... " "
No. 1 Asbestos Toasters, or wire-covered Stove Mats, with handle.....per doz. 1 10
No. 2 Asbestos Toasters, with ring.....per doz.. 60

MATTOCKS.

Plumbs.....25%

MAULS.

Iron, lbs.... 10 13 16 18
Per doz.....Prices on Application
Wood Face, lbs.... 10 12 14
Per doz.....Prices on Application
Wood Choppers'.
Lake Super'r & Oregon Pat. 40&5%

MEASURES.

Galvanized, doz.....Nets
Japanned, doz.....Nets

MILLS, COFFEE.

Enterprise.....16⅔%
Parker.....50&5%
Arcade.....40-10%

MITRE BOXES.

See Boxes.

MOPS.

Cotton. Star (Cut Ends).
Pounds 12' 15' 18' 24'-3 oz.
Per doz. $4 50 5 65 6 75 9 00

MOWERS, LAWN.

Gladiator—B. B.
Inches..... 16 18 20
Each.....$6 50 7 25 8 00
King Universal—B. B.
Each.....$5 25 5 75 6 00
Inches..... 14 16 18
Big Giant.....$3 50 3 90 4 25

NAILS.

Cut Steel.....Prices on Application
Cut Iron..... " " "
Wire.
Small Lots....Prices on Application
Cement Coated.
Small Lots....Prices on Application
Horseshoe.
Ausable.....55&5%
Capewell.....15%
Perfect.....55&5%
Putnam.....20&5%
Star.....30&5%
Picture.
Brass Heads.....25%
Brads.....50&5%
Furniture.....List plus 15%

NAIL PULLERS.

See Pullers.

NAIL SETS.

See Sets.

NETTING, POULTRY.

Galvanized before weaving....40&10%
Galvanized after weaving.....40%

NIPPERS.

End Cutting.
Stubb's Pattern, Inches. 5 6
Per dozen.....$4 65 6 75
End and Diagonal Cutting.
Swedish Side. Inches.. 5 6
Per dozen.....$4 50 5 75
Hoof.
Heller's.....40&10%
V. & B.....55&5%

NOZZLES.

Hose.
Magic.....per doz. $9 50
Diamond..... " 5 75

NUTS, HOT PRESSED.

Square Tapped.
$1.05 off per 100 lbs.
Hexagon Tapped.
85c off per 100 lbs.

OILERS

Chase Pattern.
Brass and Copper.....25-10%
Zinc.....35%
Engineers'.
Tin.....per doz. $7 00@ 9 00
Machine.
Common.....per doz. $0 85

OPENERS.

Box.
See Box Chisels
Can.
Delmonico.....per doz. $1 30
Never Slip..... " 65
Crate.
V. & B..... " 7 25-11 00

OUTFITS, COBBLING

Combination.....per doz.$16 00
Economy..... " 8 50
Family..... " 14 50

PAILS.

Cream.
14-qt., without gauge, per doz. $9 50
18-qt., " " " 11 00
20-qt., " " " 11 75
Sap.
10-qt., IC Tin.....per doz. $4 00
12 " " " ..... " 5 50
Stock.
Galv'd. qts. 14 16 18 20
Per doz...$9 75 10 75 12 75 14 50
Water.
Galvanized, qts.. 10 12 14
Per doz.....$5 75 6 50 7 25
Wood.
Cable, 2-Hoop.....per doz. Nets
Cable, 3-Hoop..... " Nets
Cedar, 3-Hoop, brass.. " Nets

PANS.

Dripping.....Net
Fry.
Common.....Nets
Acme..... "
Roasting.
Paxton,
Nos.... 1 2 3 4
Per doz.....Nets
Neverburn..... "
Savory No. 200.....per doz. $8 40

PAPER.

Building.
Plain.....per 100 lbs. Prices on Application
Tarred..... "
Tarred Felt..... "
Red Rosin, 20-lb.....per roll 72c
Red Rosin, 25-lb..... " 90c
Red Rosin, 30-lb..... " $1 08
Sand and Emery.
No. 1, per ream, best grade.... $6 00
No. 1, per ream, cheaper grade. 5 40
Wrapping.
Express.....100 lbs. Nets

PARERS.

Apple.

Goodell's.....per doz. $10 80
Turntable..... " 11 40
White Mountain.... " 8 40
Reading, No. 78.... " 11 40

Potato.

Goodsell's Saratoga, 10½ in., dz. 6 50
Goodsell's Saratoga, 5 in., dz. 5 50

PICKS.

Adze Eye Ore.....22½%
Drifting and Poll Picks.....22½%
Plumbs, Railroad.....22½%
Surface.....22½%

PINCERS.

Carpenters', cast steel.

Inches....	6	8	10	12
Per doz...	$3 75	4 75	6 25	7 00

Blacksmiths'.....45%
Heller's.....40%

PINS.

Clothes.

Common....per box of 5 gro. $0 95

Picket

Fluted, 15-in.....per doz. $1 10
Fluted, 21-in..... " 1 60
Spiral..... " 1 90

PIPE.

Conductor.

Standard Gauge Conductor Pipe, plain or corrugated.

Not Nested.....45&5% off
Nested solid .....50% off

L. C. L. to Dealers:—
Terms 60 days; 2% Cash 10 days.

Factory shipments generally delivered.

Stove. Per 100 Joints

29-Gauge 3-inch.....$15 50
" 4-inch..... 16 50
" 5-inch..... 17 70
" 6-inch..... 18 75
" 7-inch..... 21 20

T-Joint, Made-up.

6-inch.....per 100 $31 00

Furnace Pipe.

Double Wall Pipe and Fittings 33⅓%
Single Wall Pipe, Round Pipe Fittings.....33⅓%
Galvan'd and Black Iron Pipe, Shoes, etc.....30%

PLANES.

Stanley Iron Bench.....net

PLATES, TIN.

See Metals in Column 1.

PLIERS.

Giant, Button's—Nets

Cutting.

Bernard's.....New Prices
Lodi.....New Prices
Paragon.....New Prices

Fencing.

Black Bull.....All Nets
Farmers' Choice.....All Nets
Russell's.....All Nets

Flat and Round Nose.

Bernard's.....New Prices
Lodi.....New Prices
Paragon.....New Prices

Gas.—Inches 7 8 10 12 14
Per doz. 5 00 5 50 7 00 8 00 10 00

Tinners'.

Hollow.....Net list
Solid.....each, 10c

PLUMBS AND LEVELS.

Common.....Nets
Cook's.....40%
Davis' Iron.....25%
Davis' Inclinometer.....15%

POKERS, STOVE.

Wr't Steel, str't or bent per doz. $0 75
Nickel Plated, coil hanl's " 1 10

POLISH.

Burneshine.

¼-pint.....doz. $1 10
½-pint..... " 1 50
1-pint..... " 2 60
1-quart..... " 5 00
½-gal..... " 9 00
1-gal..... " 15 00

Metal.

Wizard, 6 oz.....per gross $17 40
" ½ pt..... " " 19 20
" 1 pt..... " " 36 00
" 1 qt..... " doz. 5 40
" ½ gal..... " " 9 60
" 1 gal..... " " 15 60

Stove.

Black Eagle Paste, 1-lb. cans, per gross..... $30 00
Black Eagle Paste, 5-lb. cans, per case..... 4 90
Black Jack Paste, #10, 8 oz., per gross..... 11 40
Black Eagle Liquid, 6 oz., per gross..... 13 20

FIRE POTS.

Clayton & Lambert's, each $4 00@6 00
Gate City.....each, 6 25
Gem.....each, $6 75@8 50

POWDER.

See Ammunition.

PRESSES, FRUIT AND JELLY.

Enterprise Manufacturing Co....25%

PRIMERS.

See Amunition.

PRUNERS.

Disston's Pole.....per doz. $18 00
Water's Improved..... " 60%

PULLERS.

Cork.

Daisy.....each, $3 10
Phœnix..... " 1 40
Quick and Easy..... " 2 70

Nail.

Giant.....per doz. 14 50
Never-Slip..... " 17 00

PULLEYS.

Awning—Jap'd.....10%
Clothes Line.....10%

Hay Fork.

Iron Wheel, 5-in.....per doz. 2 50
Wood Wheel, 6-in.... " 2 65
Wood Wheel, 6-in., pass knot, ...per doz. 3 00

Sash.

Common .....Net
Common-Sense, 2-in. .....Net
Empire Pattern, 2-in.....Net
Ideal .....Net
Steel .....Net

PUMPS.

Pitcher Spout.

Nos..... 1 2 3 4
Each.....Nets

Spray.

Midget Junior..... per doz. 3 75
New Misty ..... " 6 00
Crescent ..... " 6 50

PUNCHES.

Conductors.

No. 22.....per doz. $3 00
Machine.....per lb. 25

Saddlers'.

Common.....per doz. 1 50 to 5 00

PUTTY.

Strictly pure.....per 100 lbs. $4 25

RAIL.

Barn Door.

Matchless, 1-in..... 5c
Matchless, 1½-in..... 7c
Storm King..... 5c

Sliding Door.

Bronzed wrought iron...per ft. 8½c

RAKES.

Garden. Per doz.

Steel, Bow, 12-inch Teeth.... $8 50
Steel, Bow, 14-inch " 9 25
Malleable Iron, 12-in. " 4 75
Malleable Iron, 14-in. " 5 00

Hay.

Wood, 10 Teeth $4 00

Lawn.

20 Teeth .....per doz. $5 50

RASPS—See Files.

RAZORS—SAFETY.

Gillette.....per doz. $45 00
Auto Strop..... " 45 00
Gem..... " 8 40
Gem (3 doz. lots)..... " 8 00
Ever Ready..... " 8 40
Ever Ready (3 doz. lots) " 8 00

RAZOR STROPS.

Star (Honing).....50%

REGISTERS.

Japanned, Bronzed & Plated.....40%
Solid Brass or Bronze Metal..Net list plus.....Prices on application
Baseboard.....40%

REGISTER FACES.

Japanned, Bronzed and Plated.

4x6 to 14x14.....40%
14x14 to 38x42.....60%

REVOLVERS.

Iver Johnson Safety Automatic Hammer..... New Nets
Hammerless..... "
I. J. Model 1900..... "

RINGS AND RINGERS.

Bull.

Copper.....	2½-in.	3-in.
Per doz.....	$2 75	$3 25
Rea's Improved Self-Piercing copper, doz.	3 40	
Steel, per doz.....	1 50	1 80

Hog.

Blair's Rings.....per doz. $ 75
Blair's Ringers..... " 1 00
Brown's Rings..... " 72
Brown's Ringers..... " 1 00
Hill's Ringers..... " 1 00
Hill's Ring, boxes.... " 72
Major Rings..... " 60
Perfect Ringers..... " 1 50
Wolverine Rings..... " 1 65
Wolverine Ringers... " 1 10

Fruit Jar.

White.....per lb.....30c

Key.

Split, round.....per doz. $0 17
Split, square..... " 32
Ball, round..... " 40

RIVETS.

Copper Belt.....Add 15% to list
Coppered Iron.....30%
Tinners'.....30%
Hame.....per lb. $0 17
Slotted Clinch.....per doz. 60c@1 10
Tubular.

Nos. 1 and 2 assorted sizes, 50 in box.....doz. 75c
Nos. 1 and 2 assorted sizes, 10 in box.....doz. 1 40

RIVET SETS.

See Sets.

ROPE.

Cotton.

¼, 5-16 in. Com. on reels. per lb. Market
¼, 5-16 in. Com. in coils. " Price

Sisal.

1st Quality.....23½c
No. 2.....20½c

Pure Manila.

1st quality, base.....per lb. 33½c
Hardware Grade..... " 32½c

RULES.

Hickory Board.....20%
Log.....20%

SAWS.

Band.

E. C. Atkins & Co. Prices on applic'n

Buck.

Disston's ..... New nets
Jackson's ..... New nets

Butchers'.

E. C. Atkins & Co. Prices on applic'n
Disston's ..... New nets

Circular.

E. C. Atkins & Co. Prices on applic'n
Disston's..... New nets
Hiles' ..... New nets
Simonds'..... New nets

Compass.

E. C. Atkins & Co. Prices on applic'n
Common ..... New nets
Disston's..... New nets

Cross-Cut.

E. C. Atkins & Co. Prices on applic'n
Disston's ..... New nets
Simonds'..... New nets

Dehorning.

Disston's ..... New nets

Hack.

Disston's ..... New nets
Simonds', Box Lots..... New nets
Star..... New nets

Hand and Rip.

E. C. Atkins & Co. Prices on applic'n
Disston's No. 7 ..... New nets
Disston's Nos. 8, D8, 12, 76, 112, D100, and 120..... New nets
Keystone..... New nets

Keyhole.

Disston's ..... New nets

Miter Box.

E. C. Atkins & Co. Prices on applic'n

Narrow Band.

Simonds' ..... New nets

Panel.

E. C. Atkins & Co. Prices on applic'n
Disston's No. 7 ..... New nets

Pruning.

Disston's ..... New nets

Rift.

Simonds' ..... New nets

Wood.

E. C. Atkins & Co. Prices on applic'n
Common..... New nets
Clover leaf..... New nets

SAW BUCKS—See Bucks.

SAW SETS—See Sets

SAW TOOLS—See Tools.

SAW FRAMES.

Common, plain.....per doz. $1 50
Common painted.... " 2 10

SCALES.

Counter.

Pelouze.....40&10%

SCISSORS.

Star.....60%

SCOOPS.

Grain.

½ bu. "Hercules"....per doz. 3 70
1-bu. "Hercules"..... ". 5 00

SCRAPERS.

Box.

Triangular, No. 6....per doz $6 25

Cabinet.

Cast Steel, Nos..	2½x5	3x5	3½x6
Per doz.....	$1 10	1 25	1 80

Road.

Cubic ft.....	7	5	3
With runners, ea.	$7 00	6 50	6 20

SCREEN DOOR HINGES.

Cast iron.....gross, $13 00
Steel..... " 9 50

SCREWS.

Bench.

Iron, ins.	1	1½	1½	1½
	$9 75	11 50	13 75	21 50

Wood, white maple...per doz. 6 00
Hand—Wood.....35%
Hand Rail.....22½%
Jack.....30-5%
Lag or Coach—all sizes, gimlet pointed.....40%

Saw—Centennial,

Nos.....	1	2	3	4
Per doz.....	47c	55c	75c	90c

Wood.

F. H. Bright.....70-10-10%
R. H. Blued.....65-10-10%
F. H. Jap'd.....62½-10%
F. H. Brass.....42½-10-5%
R. H. Brass.....40-10-5%
R. H. Nickel Plated.....57½-10%

SCYTHES.

Clipper, grass.....per doz. $13 50
Honest Dutchman.... " 13 75

SETS.

Nail.
Square head..... per doz. $1 25
Cup point, knurled.. " 1 15

Rivet.
Farmers'.....per doz. $2 10
Tinners'.....25%

Saw.
Aiken's Pattern.....per doz. $6 50
Disston's Monarch... " 7 20
Disston's X-Cut..... " 13 50
Leach's..... " 80
Nash's Hand..... " 3 15
Nash's X-Cut..... " 4 20
Stillman's Lever..... " 1 30
Stillman's X-Cut..... " 2 50

SHARPENERS, SKATE.

Diamond.....per doz. $1 60
Perfect.....1 20

SHAVES, SPOKE.

Iron.....per doz. $1 10@1 85
Wood..... " 2 75@4 75
Stanley's.....Nets

SHEARS.

Pruning.
Buckeye, No. 1.....per doz. $5 75
Buckeye, No. 2..... " 7 40
California Pat., 9-in.. " 3 20
California Pat., 10-in. " 4 00
Draw Cut, No. 3..... " 13 75
Draw Cut, No. 4..... " 16 50
Henry's Pat 0 01 14 012
Per doz...$1 40 2 10 2 90 2 80
Star.....per doz. $4 00

Sheep—No. BBA,
Inches..... 6 6½ 7
Reg. Grip.....$11 25 11 50 12 00
Nar. Grip., doz. 11 00 11 25 12 25
Star.....60%

Tinners'—See Snips.

SHEAVES, SLIDING DOOR.

Common.
Inches.... 3 4 5
Per set..... $1 40 1 75 2 40

Hatfield's.
Per set....$1 80 2 10 2 75 4 25

SHELLS—See Ammunition.

SHELLERS, CORN.

Union.....per doz. $6 75

SHIELDS.

Expansion Bolt Shields.....60%

SHOES.

Conductor.....60%

SHOT—See Ammunition.

SHOVELS AND SPADES.

Coal.
No. 2, Woodford.....per doz. $5 50
No. 182..... " 6 00
Ames', new list.....Discount, 12½%

Per doz
Neverbreak, hollow bck, blk....Nets
National... " " ... "
Buckeye... " " ... "
Mohawk... " " ... "

Bar Drain & Ditching
Iwan's Perfection.....$30 00

Railroad, etc.
Black Diamond.....per doz. Net
Crescent..... " "
Keystone..... " "
Star..... " "
Hollow Back..... " "
Ames', new list.....Discount, 12½%

Snow.
Galvanized, with wood handle, No. 56.....$1 45
No. 55..... 1 55

Alaska Steel.
D-Handle.....per doz. $3 50
Long Handle..... " 3 00

SINKS.

Cast Iron.
Painted, 16x24..... Net
Enameled, White, 16x24..... "

Wrought Steel.
Painted, 16x24..... "

SLEDGES—See Hammers.

SNAPS, HARNESS.

Covered Spring.....Add 30%
Judd's Pattern.....Add 33⅓% to list

SNATHS.

Double Ring, Bush.....per doz. $9 75
Patent Loop, Bush..... " 10 00
Patent Loop, Grass.... " 8 75

SNIPS, TINNERS'.

Clover Leaf.....40&10%
National.....40&10%
Star.....50%

SOLDER—See Metals.

SPRINGS, DOOR.

Perfect.
Nos..... 2 3 4 5 6 7
Per doz..55c 60c 65c 75c 90c 1 00

Reliance.
Light Medium Heavy
Per doz..$1 55 2 10 3 20
Torrey's.....per doz. 1 65

SQUARES.

Steel and Iron.....Nets new list
(Add, for bluing, $3.00 per doz., net.)
Mitre.....
Try..... Nets
Try and Bevel.....
Try and Miter.....
Fox's.....per doz. $6 00
Winterbottom's.....10%

SQUEEZERS, LEMON.

Common Wood.....per doz. $0 70
Porcelain Lined, Wood. " 1 25
Boss, malleable iron.... " 1 20
Iron frame, porc'n bowl " 1 90
Iron Frame, glass bowl.. " 2 35
Little Giant, tin'd iron.. " 4 00
Drum, japanned..... " 3 60
Drum, nickel plated.... " 4 50

STAPLES.

Blind.
Barbed.....per lb. 21@22c

Butter Tub..... " 16@19c

Fence—
Polished.....per 100 lbs. $5 45
Galvanized..... " 6 15

Netting.
Galvanized.....per 100 lbs. 6 50

Wrought.
Wrought Staples, Hasps and Staples, Hasps, Hooks and Staples, and Hooks and Staples.....50&10%
Extra heavy.....35%

STEELYARD.

Discount 25%.

STONES.

Axe.
Hindostan.....per lb. New Nets
More Grit..... " "
Washita..... " "

Emery.
No. 126.....per doz. New Nets

Oil—Mounted.
Arkansas Hard No. 7 per doz. New Nets
Arkansas Soft..... " "
Washita No. 717... " "

Oil—Unmounted.
Arkansas Hard....per lb. New Nets
Arkansas Soft..... " "
Lily White..... " "
Queer Creek..... " "
Washita..... " "

Scythe.
Black Diamond....per gro. New Nets
Crescent..... " "
Green Mountain. " "
LaMoille..... " "
Extra Quinnebog. " "
Red End..... " "

STOPS, BENCH.

Hotchkiss'.....per doz. New Nets
Stearns'..... " "

STOPPERS, FLUE.

Common.....per doz. $1 10
Gem, flat, No. 3..... " 1 00
Gem, No. 1..... " 1 10

STOVE PIPE—See pipe.

STOVE BOARDS—See Boards.

STOVE POLISH—See Polish.

STRAPS.

Skate..... .per doz. 85c & 1 20

STRETCHERS.

Carpet.
Bullard's.....per doz. $3 90
Excelsior..... " 5 25
Malleable Iron..... " 70
Perfection..... " 6 30
King..... " 4 50

Wire.
O. S. Elwood, No. 1 ..per doz. Nets
O. S. Elwood, No. 2.. " "

SWIVELS.

Malleable Iron.....per lb. $0 10
Wrought Steel.....per gro. 4 50

TACKS.

Bill Posters' 6-oz., 25 lb. boxes, per lb..... 19c
Upholsters' 6-oz., 25-lb. boxes, per lb..... 20c

TAPES, MEASURING.

Asses' Skin.....List Net
Lufkin's Steel..... "
Lufkin's Metallic. List to list plus 20%
Lufkin's Pocket.....10%

THERMOMETERS.

Tin Case.....per doz. 80c@$ 1 25
Wood Back. . " $2 00@ 12 00
Glass..... " 12 00

TIES.

Bale.
Single Loop, carload lots.....75&7%
" " less than car lots 70&15%

Cow—See "Chains."

TOOLS, SAW.

Disston's Universal.....40%

TRAPS.

Mole.
Reddick's.....per doz. $9 50

Game with Chains.
Victor No. 1.....$1 65
Oneida Jump No. 1..... 2 25
Newhouse No. 1..... 3 85

Mouse and Rat. Net per gross
Out O'Sight Mouse.....$ 8 00
" " Rat..... 15 00
" " Mole..... 100 00
#44 Pocket Gopher..... 20 00
Victor Mouse..... 2 60
Hold Fast Mouse..... 2 60
Victor Rat..... 11 00
Hold Fast Rat..... 11 00
Official Rat..... 13 50
Wood Choker Mouse, 4 Holes 11 00

TROWELS.

Brick.
Clover Leaf 30%
Brade's.....15&5%
Disston's.....30%
Rose's..... Net

Plasterers'.
Clover Leaf.....40%
Disston's.....25%
W. & McP.....Net

TRUCKS.

Bag.....each, $3 75
Warehouse or store.
No..... 1 2 3
Half Ironed.... $5 00 6 50 9 40
Full Ironed..... 5 75 7 50 11 00

TUBS, WASH.

Standard, Wood, Ex.
Nos..... 3 2 1 large
Perdoz...$9 50 11 25 12 75 15 50

Galvanized.
No..... 1 2 3
Per doz.....15 20 13 25 20 00

TWINE.

Market Quotation
3-ply Cotton Wrapping.....
4 " " .....
4 Extra Wrapping.....
4 " Hvy. Wrapping..
4 " Wrapping on tubes...
3 " " cones...
4 " " ...
India Hemp, ¼-lb. balls, No. 18..
2-ply Jute, 1-lb. balls.....

Seins. Market
Soft.....per lb ..... Quotation
Med..... " ..... "
Hard..... " ..... "
Staging, ¼-lb. ball, size 21..... "
" " " 24..... "
" " " 27..... "
Bagging, ¼-lb ball..... "
3-ply, "B" in hanks..... "
4- " "B" " ..... "
3- " "A" " ..... "
3- " Silver Finish, in hanks... "

Fodder or Lath.
130 strand..... "

VISES.

Phœnix.....30%

Poœnix, Oval Slide,
Inches.... 2½ 3 3½ 4½
Each.....$1 25 1 50 1 85 2 75

Parker's Parallel.....33⅓%
Parker's Victor..... List+15%
Parker's Swivel Base.....20%
Parker's Re-inforced.....20%
Parker's X Series.....20%
Parker's Combination.....33⅓%
Solid Box.....40&5%
Williamson's Universal.....60%

WARE.

Stove Hollow Ware.
Plain or Unground.....50%
Ground Ware.....4%
Enameled Ware.....33⅓%
Scotch Bowls.....605&%

Country Hollow Ware, per 100 lbs. $3 00

White Enameled Ware.
Maslin Kettles.....50%
Neverbreak Flat and Round Bottom Kettles.....45%

Covered Ware
Tin'd and Turn'd.....35&10%
Enameled.....45&10%

Glue Pots.
Tinned.....Add 15% to list
Enameled.....30%

Enameled.
Cherry Blossom and Chrysolite. 50%

WASH BOARDS—See Boards.

WASHERS.

Standard O. G. cast iron...per lb. 3½c
Wrought steel in 5-lb. boxes, per lb.:

In.	3/16	¼	5/16	⅜	½	⅝	¾	⅞	1
	18c	16c	15c	13c	12c	11½c	11c	11c	11½c

WEDGES.

Ax.....per doz. Nets
Galling.....per lb. "
Saw..... " 8½

WEANERS.

Calf.
Fuller's, per doz.....$2 00 to $2 50
Tyler's Safety, per doz. 1 85 to 2 40
Carroll's, per doz.... 3 00 to 3 75
Hoosier, per doz..... 3 50 to 4 60
Shaw Perfected..... 3 00 to 3 75

WEIGHTS.

Hitching.....per lb. Nets
Sash—f.o.b. Chicago
Ton lots, per ton.....$52 00
Smaller lots, per ton..... 54 00

WHEEL BARROWS.

No. 4 Tubular Steel.....@ $8 00
Common Tray or Stave Tray @ 2 50
Angle leg, garden..... @ 4 50

WHEELS.

Carborundum.....50%
Emery.....60%
Well. Ins..... 8 10 12
Per doz.....$5 50 7 25 8 50
12 in. heavy hoisting, per doz. $25 00

WIRE.

Brass.
In coils.....Nets
In 1-lb. spools, new list.....Nets

Broom—Tinned.....Nets

Cable—Same price as Barbed Wire.

Copper.
In coils.....Nets
1-lb. spools, new list.....Nets

Fence—Smooth. An'eal'd Galv'd
Nos. 6 to 9, less than car, per 100 lbs....$4 25 $4 95

Hair—New List.....40&10%

Market. Market Quotations
Bright, full bdles..... "
Bright, broken bdles..... "
Coppered, full bdles..... "
Coppered, broken bdles..... "
Tinned, full bdles..... "
Tinned, broken bdles..... "

Picture—In coils.....80%@80&10%
In 5-lb. spools.....per lb.....26c

WRENCHES.

Acme Standard.....50&10%
Alligator No. 1.....90c net
Always Ready.....30%
Agricultural.....50&5%
Ellis Adjustable.....25%
Malleable "S".....per lb. 08c
Malleable..... " 08c
Stillson Pipe.....60%

Bemis & Call's:
Adjustable S, 15%; Adjustable S Pipe, 15%; Briggs' Pattern, 10%
Combination Bright.....20%
Steel Handle Nut.....20%
Combination Black.....20%
Merrick Pattern.....20%

Knife Handle Pattern.
No. 62, Screw Wrench. List, plus 5%
No. 60, Steel Handle.. "

WRINGERS.

No. 790, Guarantee....per doz. $58 00
No. 770, Bicycle..... " 54 00
No. 110, Domestic.... " 47 50
No. 110, Brighton..... " 43 50
No. 740, Bicycle..... " 54 00
No. 22, Domestic.... " 47 50
No. 22, Pioneer..... " 43 50
No. 770B, Bicycle..... " 82 00
No. 781B Guarantee... " 91 00

ADVERTISERS' INDEX

ALPHABETICAL LIST

Allen & Co., Inc., L. B. 57
American Sheet & Tin Plate Co. 61
American Steel & Wire Co. 66
Art Stove Co. 8
Ashton Mfg. Co. 61
Atkins & Co., E. C. 64
Baier Bros. Co. 57
Beckwith Co. 5
Belmont Tumbler Co. 64
Berger Bros. Co. 61
Bernz, Otto 61
Bertsch & Co. 60
Bullard & Gormley Co. 68
Burgess Soldering Furnace Co. 61
Burton Co., W. J. 59
Clark & Co., Geo. M. 4
Clark-Smith Hardware Co. 59
Clayton & Lambert Mfg. Co. 61
Cleveland Castings Pattern Co. 19
Cope-Swift Co, Inc. 19
Cortright Metal Roofing Co. 59
Dailey, Harry S. 57
Dearborn Steel and Iron Co. 1
Delta File Works 66
Dreis & Krump Mfg. Co. 60
Enterprise Mfg. Co. of Pa. 62
Forest City Fdy. & Mfg. Co. 6
Friedley-Voshardt Co. 59
Globe Stove & Range Co. 3
Harrington & King Perforating Co. 59
Haynes-Langenberg Mfg. Co. 2
Heller Bros. Co. 66
Hemp & Co. 57
Henry-Miller Foundry Co. 9
Hercules Powder Co. 62
Hess-Snyder Co. 13
Hussey & Co., C. G. 59
Hyfield Mfg. Co. 65
Inland Steel Co. 67
Kimball Bros. Co. 57
Lalance & Grosjean Mfg. Co. 64
Lennox Furnace Co. 7
Lufkin Rule Co. 61
Mahoning Foundry Co. 2
Meyer & Bro. Co. F. 19
Meyer Furnace Co. 11
Michigan Safety Furnace Pipe Co. 18
Milwaukee Corrugating Co. 67
Modern Way Furnace Co. 15
Monroe Fdy. & Furnace Co. 13
National Association of S. M. C. 58
Nat'l Cash Register Co. 20
National School of Pattern Drafting 57
Niagara Machine & Tool Works 60
Nickel Plate Stove Polish Co. 19
Peck, H. E. 57
Peerless Foundry Co. 13
Quincy Pattern Co. 19
Ringen Stove Co. 4
Rock Island Mfg. Co. 66
Roesch, Geo. E. 57
Schill Bros. Co. 16
Schwab & Sons Co., R. J. 8
Standard Furnace & Supply Co. 14
Standard Heating Co. 15
Standard Ventilator Co. 61
Stearns Register Co. 17
Stover Mfg. & Engine Co. 65
Sullivan-Geiger Co. 19
Thatcher Furnace Co. 15
Tubular Heat. & Vent. Co. 15
XXth Century Heat. & Vent. Co. 16
Utica Heater Co. 12
Vedder Pattern Works 19
Whitaker-Glessner Co. 65
Wise Furnace Co. 14
Wrought Iron Range Co. 10

CLASSIFIED INDEX

Accessories—Automobile.
Rock Island Mfg. Co., Rock Island, Ill.

Bale Ties.
American Steel & Wire Co., Chicago, Ill.

Brakes—Cornice.
Bertsch & Co., Cambridge City, Ind.
Dreis & Krump Mfg. Co., Chicago, Ill.
Niagara Machine & Tool Works, Buffalo, N. Y.

Brass and Cropper.
Hussey & Co., C. G., Pittsburgh, Pa.

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Burton Co., W. J., Detroit, Mich.
Friedley-Voshardt Co., Chicago, Ill.
Milwaukee Corrugating Co., Milwaukee, Wis.
Whitaker-Glessner Co., Wheeling, W. Va.

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Clips—Damper.
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Friedley-Voshardt Co., Chicago, Ill.
Milwaukee Corrugating Co., Milwaukee, Wis.

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Dampers.
Stover Mfg. & Engine Co., Freeport, Ill.

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Hercules Powder Co., Wilmington, Del.

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Kimball Bros. Co., Council Bluffs, Iowa.

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Nickel Plate Stove Polish Co., Chicago, Ill.

Enamelware.
Lalance & Grosjean Mfg. Co., Chicago, Ill.

Explosives.
Hercules Powder Co., Wilmington, Del.

Fence Gates.
American Steel & Wire Co., Chicago, Ill.

Files.
Delta File Wks., Philadelphia, Pa.
Heller Bros. Co., Newark, N. J.

Flux—Aluminum.
Roesch, Geo. E., Aurora, Ill.

Flux—Soldering.
Allen Co., Inc., L. B., Chicago, Ill.

Furnaces—Soldering.
Ashton Mfg. Co., Newark, N. J.
Bernz, Otto, Newark, New Jersey.
Burgess Soldering Furnace Co., Columbus, Ohio.
Clayton & Lambert Mfg. Co., Detroit, Mich.
Ringen Stove Co., St. Louis, Mo.

Hammers.
Atkins & Co., E. C., Indianapolis, Ind.

Handles—Boiler.
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Hess-Snyder Co., Massillon, Ohio.
Lennox Furnace Co., Marshalltown, Iowa.
Mahoning Foundry Co., Youngstown, Ohio.
Meyer Furnace Co., Peoria, Ill.
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Schill Bros. Co., Crestline, Ohio.
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Standard Furnace & Supply Co., Omaha, Neb.
Standard Heating Co., Chicago, Ill.
Thatcher Furnace Co., Chicago—New York.
Tubular Heating & Ventilating Co., Philadelphia, Pa.
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Clark-Smith Hdw. Co., Peoria, Ill.

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Lalance & Grosjean Mfg. Co., Chicago, Ill.

Lath—Expanded Metal.
Milwaukee Corrugating Co., Milwaukee, Wis.

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Bertsch & Co., Cambridge City, Ind.

Machines—Crimping.
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Niagara Machine & Tool Wks., Buffalo, N. Y.

Machines—Razor Blade.
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Machines—Sheet Metal.
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Dreis & Krump Mfg. Co., Chicago, Ill.
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Machines—Stove Pipe.
Hemp & Co., St. Louis, Mo.

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Nails—Wire.
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Nut Crackers.
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Ornaments—Sheet Metal.
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Patterns—Stove.
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Quincy Pattern Co., Quincy, Ill.
Vedder Pattern Wks., Troy, N. Y.

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Meyer & Bro. Co., F., Peoria, Ill.
Michigan Safety Furnace Pipe Co., Detroit, Mich.
Standard Furnace & Supply Co., Omaha, Neb.
Stearns Register Co., Detroit, Mich.

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Meyer & Bro. Co., F., Peoria. Ill.
Michigan Safety Furnace Pipe Co., Detroit, Mich.
Sullivan-Geiger Co., Indianapolis, Ind.
Whitaker-Glessner Co., Wheeling, W. Va.

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Dieckman, Ferdinand, Cincinnati, Ohio.
Friedley-Voshardt Co., Chicago, Ill.
Hussey & Co., C. G., Pittsburgh, Pa.
Whitaker-Glessner Co., Wheeling, W. Va.

Polish—Metal.
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Polish—Stove.
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Posts—Steel Fence.
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Powder.
Hercules Powder Co., Wilmington, Del.

Presses—Lard.
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Bertsch & Co., Cambridge City, Ind.
Niagara Machine & Tool Wks., Buffalo, N. Y.

Ranges — Combination Gas and Coal.
Globe Stove & Range Co., Kokomo, Ind.
Ringen Stove Co., St. Louis, Mo.

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Ranges—Gas.
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Delta File Wks., Philadelphia, Pa.
Heller Bros. Co., Newark, N. J.

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Registers—Warm Air.
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Stearns Register Co., Detroit, Mich.

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Omaha Stove Repair Works, Omaha, Neb.

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Lalance & Grosjean Mfg. Co., Chicago, Ill.
Whitaker-Glessner Co., Wheeling, W. Va.

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Inland Steel Co., Chicago, Ill.
Milwaukee Corrugating Co., Milwaukee, Wis.
Whitaker-Glessner Co., Wheeling, W. Va.

Rules.
Lufkin Rule Co., Saginaw, Mich.

Saws.
Atkins & Co., E. C., Indianapolis, Ind.

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National School of Sheet Metal Pattern Drafting, St. Louis, Mo.

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Solder—Aluminum.
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Soldering Iron—Self-Heating.
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Soldering Supplies.
Allen Co., Inc., L. B., Chicago, Ill.

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Heller Bros. Co., Newark, N. J.
Hyfield Mfg. Co., New York, N. Y.
Lufkin Rule Co., Saginaw, Mich.
Rock Island Mfg. Co., Rock Island, Ill.
Stover Mfg. & Engine Co., Freeport, Ill.

Statuary.
Friedley-Voshardt Co., Chicago, Ill.

Sticks—Soldering.
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Stoves—Gasoline and Kerosene.
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Ringen Stove Co., St. Louis, Mo.
Schill Bros. Co., Crestline, Ohio.
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Tin—Perforated.
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Tinplate.
American Sheet & Tin Plate Co., Pittsburgh, Pa.
Whitaker-Glessner Co., Wheeling, W. Va.

Tools—Carpenters'.
Atkins & Co., E. C., Indianapolis, Ind.
Lufkin Rule Co., Saginaw, Mich.

Tools—Sheet Metal.
Bertsch & Co., Cambridge City, Ind.
Dreis & Krump Mfg. Co., Chicago, Ill.
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Burgess Soldering Furnace Co., Columbus, Ohio.
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Berger Bros. Co., Philadelphia, Pa.
Burton Co., W. J., Detroit, Mich.
Milwaukee Corrugating Co., Milwaukee, Wis.
Whitaker-Glessner Co., Wheeling, W. Va.

Tumblers.
Belmont Tumbler Co., Bellaire, Ohio.

Ventilators.
Berger Bros. Co., Philadelphia, Pa.
Friedley-Voshardt Co., Chicago, Ill.
Standard Ventilator Co., Lewisburg, Pa

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¶ ADVERTISING is to-day the mightiest factor in the business world. It is an evolution of modern industrial competition. It is a business builder, with a potency that goes beyond human desire. It is something more than a "drummer" knocking at the door of the consumer — something more than mere salesmanship-on-paper. It is a positive, creative force in business. It builds factories, skyscrapers and railroads. It makes two blades of grass grow in the business world where only one grew before. It multiplies human wants and intensifies human desires. It furnishes excuse to timorous and hesitating ones for possessing the things which under former conditions they could easily get along without.

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For paid yearly subscribers, AMERICAN ARTISAN AND HARDWARE RECORD will insert under this head advertisements of not more than fifty words *WITHOUT CHARGE*. Employers wishing to secure employes, parties desiring to purchase or sell business, secure partners or to exchange, etc., will find that these pages offer excellent opportunities to satisfy their wants. Clerks and tinsmiths looking for situations will find it to their advantage to use these columns. Those who respond to these announcements please mention that they "READ THE ADVERTISEMENT IN AMERICAN ARTISAN AND HARDWARE RECORD."

BUSINESS CHANCES

Wanted to Buy, tin shop in Chicago. Must be reasonable. Address A-55, care of AMERICAN ARTISAN AND HARDWARE RECORD, 620 South Michigan Boulevard, Chicago, Illinois. 10-3t

For Sale—Stock of hardware, paint and stoves in northern Iowa. Good farming country. Invoice of stock, $5,000. Must sell at once, as I have good reasons for selling. Address H. H. Furst, Germania, Iowa. 8-3t

For Sale—A good clean stock of hardware and farm implements in good farming country. Stock invoices about $4,000. New brick building, size 24x80, with basement below, size 34x80. No competition. Ill health is reason for selling. J. F. Wolf, McNabb, Illinois. 9-3t

For Sale—Flourishing auto radiator repair business in Northeastern Ohio industrial center. Reason for selling, owner wants to go south. Address A-56, care of AMERICAN ARTISAN AND HARDWARE RECORD, 620 South Michigan Boulevard, Chicago, Illinois. 10-3t

For Sale—Plumbing and sheet metal business. Good opening. Only one other shop. Population 2,100. Good county. Plenty of work. Will sacrifice and make it an object to you. Reason for selling, am alone and along in years. For further information write to Wm. H. Miller, Plano, Illinois. 9-3t

For Sale—Good second hand No. 14 Monitor cast iron furnace, less casing, made by Keith Furnace Company of Des Moines, Iowa. Will sell this at a big bargain. Please address replies to A-57, care of AMERICAN ARTISAN AND HARDWARE RECORD, 620 South Michigan Boulevard, Chicago, Illinois. 10-3t

For Sale—Good clean stock of hardware in 5,000 Wisconsin city, located in a fine dairy country where farmers get their money and pay their bills promptly on the 15th of each month. Stock will run about $9,000.00; real estate and fixtures, $6,000.00. This business will stand close inspection. Will take in exchange good improved farm or city property. Address A-59, care of AMERICAN ARTISAN AND HARDWARE RECORD, 620 South Michigan Boulevard, Chicago, Illinois. 10-3t

For Sale—Valuable patent issued February 11, 1919, No. 1294262. This patent is on a combination ash sifter. Most convenient and efficient yet devised. It is made and designed to fit stationary in the ash pit of any size stove or range. All sifting is done in the ash pit. Write me today for full particulars. Will sell for reasonable price. Address A-60, care of AMERICAN ARTISAN AND HARDWARE RECORD, 620 South Michigan Boulevard, Chicago, Illinois. 10-3t

For Sale—Clean stock of hardware in city of 3,000. A good paying business, established over 21 years. Fine location. Two-story building with basement 33x70. Will either sell or rent. Large established trade in best diversified farming country. Tinning and plumbing in connection. County seat on terminal of two railroads. Stock will be reduced to suit purchaser. One of the best trading centers in the state. No trade considered. Ill health reason for selling. Address Kuebler Hardware, Viroqua, Wis. 8-3t

BUSINESS CHANCES

For Sale—Old established hardware and implement business. 40 years in same building. Not a dollar of stock that won't turn at least three times a year. Fine town and best farming county in Southern Michigan. Rent very reasonable. Mortimer & Hickey, Hartford, Michigan. 10-3t

HELP WANTED

Wanted—A competent tinsmith. Will pay first-class wages and guarantee steady employment. H. H. Toman, Cherokee, Iowa. 10-3t

Wanted at Once—A good all around tinner and furnace man, one who is able to do some country plumbing. Steady job and good wages. Treckers and Phillips, Odell, Illinois. 8-ufn

Wanted at Once—A man who can do all kinds of sheet metal work, plumbing, hot air, steam and hot water heating. Steady job. Married man preferred. State wages wanted. Luther E. Alkire, Hoopeston, Illinois. 10-3t

Wanted—A general man who can do tin, pump and gasoline engine work. We have a steady job for the right man. Only men who can do first-class work in this line need apply. Emery and Huey, Plymouth, Illinois. 8-3t

Wanted—First-class plumber, one having some experience in sheet metal work preferred. Steady job. Address A-50, care of AMERICAN ARTISAN AND HARDWARE RECORD, 620 South Michigan Boulevard, Chicago, Illinois. 8-3t

Wanted—Good bookkeeper and stenographer at once. Prefer lady. State age, experience and salary expected. Write A-52, care of AMERICAN ARTISAN AND HARDWARE RECORD, 610 South Michigan Boulevard, Chicago, Illinois. 9-3t

Wanted—We have a first-class job in a first-class country town for a first-class tinner, furnace man and plumber. Good wages. Steady job. Want a man to begin work at once. Prefer a married man. J. R. Jamison, Shell Rock, Iowa. 8-3t

Wanted—Young married man who has had one or two years' experience as salesman for the hardware and grocery department of a general store, in a small town on the Wabash in Brown County. No boozer wanted. Address J. H. Means, Hersman, Illinois. 10-3t

Wanted—Tinner, one who can do most any kind of sheet metal work that comes into country town shop; also dust pipe work. Have up-to-date shop and plenty of work the year around for three or four men. State experience and wages wanted in first letter. J. R. Everroad, Columbus, Indiana. 9-3t

Wanted—Man for country town shop, one who can do all kinds of repairing and also one who has knowledge of plumbing and heating. When not busy in shop to help in store, etc. Young man preferred. State wages and hours in first letter. Will require reference. J. H. Knapp, Hinckley, Illinois. 8-3t

Wanted — First-class plumber, tinner and hot air furnace man who understands insulation of vacuum heating plant. State age, experience and salary expected. Please address replies to A-52, care of AMERICAN ARTISAN AND HARDWARE RECORD, 620 South Michigan Boulevard, Chicago, Illinois. 9-3t

Wanted—Plumber who can do hot air, hot water and steam heating. A good steady job for the right man the year around. Must be sober. State particulars and wages wanted in first letter. Address A-51, care of AMERICAN ARTISAN AND HARDWARE RECORD, 620 South Michigan Boulevard, Chicago, Illinois. 8-3t

Wanted—Two fine territories in the corn belt open for high class salesmen. Heating experience desirable but not essential. Very fine chance for high grade men. Kindly address A-48, care of AMERICAN ARTISAN AND HARDWARE RECORD, 620 South Michigan Boulevard, Chicago, Illinois. 8-3t

Wanted at Once—An all around tinner and furnace man capable of doing roofing work. Steady work the year around. City of 6,000 population. State wages and experience. Must be strictly sober. Address A-47, care of AMERICAN ARTISAN AND HARDWARE RECORD, 620 South Michigan Boulevard, Chicago, Illinois. 8-3t

HELP WANTED

Wanted at Once—Tinner and furnace man, one who can assist in store. Permanent position to right man. Hill and Sperbeck, Spirit Lake, Iowa. 10-3t

Wanted—An A1 tinner, plumber and steam fitter. A good steady job at good wages for the right man. Address 130 West Main Street, Montpelier, Ohio. 9-3t

Wanted—An all around tinner and furnace man capable of doing good work. Steady work year around. State wages desired. Address Lauer Brothers, Lincoln, Illinois. 10-3t

Wanted—A good all around hardware man. If you understand the business, can make good and work, I want you. $25.00 per week. E. W. Lowell, Janesville, Wisconsin. 9-3t

Wanted—A good hardware clerk at once. Married man preferred. Must be a good salesman and no booze fighter. Steady job for right man. $25.00 per week. State age and number of years in the business. Please address A-45, care of AMERICAN ARTISAN AND HARDWARE RECORD, 620 South Michigan Boulevard, Chicago, Illinois. 8-3t

Wanted—Young man who has had some experience in sheet metal work and eave troughing desiring to increase his knowledge of the business under a competent teacher at good wages. Country shop near Chicago, Illinois. Please address A-59, care of AMERICAN ARTISAN AND HARDWARE RECORD, 620 South Michigan Boulevard, Chicago, Illinois. 10-3t

Wanted — A first-class sheet metal worker. Must be reliable and used to all kinds of work in the metal line. One used to power machines preferred. Steady work. Nebraska town. State experience and wages wanted. Address A-58, care of AMERICAN ARTISAN AND HARDWARE RECORD, 620 South Michigan Boulevard, Chicago, Illinois. 10-3t

SITUATION WANTED.

Situation Wanted—By an experienced sheet metal products salesman. Ohio or Indiana territory preferred. Address J. M. R., 1761 West 2nd Street, Dayton, Ohio. 8-3t

Situation Wanted — By experienced hardware man capable of managing business. Prefer location in Illinois. Address A-46, care of AMERICAN ARTISAN AND HARDWARE RECORD, 620 South Michigan Boulevard, Chicago, Illinois. 8-3t

Situation wanted by a first-class sheet metal worker and furnace setter. Have had 23 years' experience. Am married and sober. Wages $25 per week. Prefer a small town in Wisconsin, Illinois or Iowa. Address Bert J. Hawkins, 813 East Fourth Avenue, Flint, Michigan. 8-3t

Situation Wanted—By tinner and furnace man. Have had seven years' experience. Sober and reliable. Single. Must be steady job. State wages in first letter. Can come at once. Address A-49, care of AMERICAN ARTISAN AND HARDWARE RECORD, 620 South Michigan Boulevard, Chicago, Ill. 8-3t

Situation Wanted—By a first-class sheet metal worker and furnace installer. Have had 15 years' experience. Am capable of taking charge of shop. Married. Desire to make a change at once for good reasons. Please state wages. Address A-54, care of AMERICAN ARTISAN AND HARDWARE RECORD, 620 South Michigan Boulevard, Chicago, Illinois. 10-3t

TINNERS' TOOLS

For Sale—Two oak counters 20 ft. long by 27 inches wide. Excellent condition. Address Fey and Fey, Delavan, Wisconsin. 9-3t

For Sale—Set tinner's tools in good condition for $175.00. Don't bother unless you really want to buy. Address W. S. Huxol, Hermann, Missouri. 10-3t

For Sale—One No. 31 20" stove pipe formers; one No. 656 Olmstead double seaming machine, complete; one No. 1 and No. 2 Sanders pipe cutters. These machines and tools are all in good condition and will dispose of same reasonably. All or separate to suit purchaser. Address A. J. Schultz, Postville, Iowa. 9-3t